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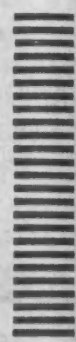
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Thirty-Ninth Year—No. 51

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, DECEMBER 19, 1935

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Truck Pool Plan Is Way to Save Line

Executives Fear Mutuals or State Funds Unless United Action Is Taken

SOUND PLAN POSSIBLE

New U. S. Motor Carrier Act Offers Cooperation of Federal Authorities in Enforcement

NEW YORK, Dec. 18.—Despite the avowed opposition of some company officials to the suggested formation of a pooling arrangement for granting complete indemnity—fire, casualty and inland marine—to long haul trucking concerns, and the indifference of others, a number believe the plan has real merit and predict its general acceptance before long. They point out that unless the insurance now required of trucking corporations and individuals by a growing number of states, and which presumably will be obligatory under provisions of the federal motor carrier act which became operative Oct. 1, be supplied by private carriers, mutual companies will be formed or state funds created.

There are 300,000 to 400,000 trucks, and close to 700 busses now under supervision of the bureau of motor carriers of the Interstate Commerce Commission, the insurance on which would be lost to stock companies, probably with many collateral lines, if steps were not taken to save this business.

Heavy Loss Pointed Out

In justification of opposition to the long haul trucking risks, it is pointed out that losses have been heavy for a number of years. Advocates of the pool plan, however, maintain that the heavy losses have been due mainly to lack of sound regulations governing motor carriers in most of the states, and lack of cooperation of insurance companies in considering these risks.

Now that interstate trucking concerns are amenable to federal regulation as are railways, it is fair to assume that many hazards of the business, including high accident frequency, will be eliminated, or at least greatly reduced. The new federal bureau will center attention on devising measures to insure greater road safety, and will have a force of inspectors sufficient to assure that regulations are complied with or offending concerns' licenses cancelled.

Three Types of Coverage

Of the three underwriting divisions granting indemnity to interstate trucking risks, the most important is inland marine, which covers cargoes carried with values frequently running many thousands of dollars per truck. The secondary interest is casualty offices, which write public liability and property damage; the third interest is fire companies,

(CONTINUED ON PAGE 16)

U. & O. Conferees Discuss Popularizing the Coverage

HOLD ATLANTIC CITY MEET

Joint Session of Experts From E. U. A., S. E. U. A., and Western Actuarial Bureau Ponders Problem

NEW YORK, Dec. 18.—Representatives of the Eastern Underwriters' Association, Southeastern Underwriters' Association, Western Actuarial Bureau, and other rate-making bodies, together with a number of company executives at the conference in Atlantic City, discussed ways and means for popularizing the sale of use and occupancy indemnity; more particularly with the large class of smaller merchants and manufacturers who thus far have not carried such protection. While a considerable volume of use and occupancy insurance has been sold, its purchasers have been almost wholly institutions or individuals engaged in large enterprises. Executives feel that if the benefits of this indemnity were made clear to others who are legitimate prospects, its sale would be greatly increased.

While the conferees reached no definite agreement, the general subject was explored to a considerable extent, and will be gone into still further in the near future, following which it is intended practical salesmanship material that should appeal will be prepared for the use of agents and brokers.

Representatives of the different bodies attending the meeting were: For the E. U. A., F. M. Blake, R. H. Byrnes, H. C. Klein, Ralph Sweetland, W. J. Ward, Louis Wiederhold, Jr., F. E. Jenkins, John Kremer, David Hinkley and Sumner Rhoades; Western Actuarial Bureau, R. M. Beckwith and C. H. Smith; Southeastern Underwriters Association; Percy Ling and J. S. Raine. Also present were C. A. Ericson, of the Eastern Loss Executives' Conference and F. D. Ross of the Factory Insurance Association.

E. U. A. Holds Forth in Its Annual Session in New York

NEW YORK, Dec. 18.—W. Ross McCain, as vice-president of the Eastern Underwriters Association, presided at the annual meeting here this afternoon in the absence of President R. P. Barbour, who was called to Cleveland through the death of a sister, Mrs. H. B. Strong.

Following a general statement by the chairman reports were submitted by each of the standing committees. As the meeting started it was assumed Mr. Barbour would be continued as president; Mr. McCain and G. G. Bulkeley as vice-presidents; and B. M. Culver as treasurer. Sumner Rhoades, of course, will continue as manager, a post he has filled since the launching of the organization, as will H. Belden Sly as secretary and M. R. Regan as assistant secretary.

The membership dinner takes place this evening. The E. U. A. as successor to the Eastern Union was formed in 1926, and has since proven one of the strongest of the regional governing bodies of the country.

Famous Birmingham U. & O. Loss Has Been Compromised

DEAL IS MADE OUT OF COURT

Loveman, Joseph & Loeb Department Store Accepts \$207,000 on Its Claim for \$247,000

The famous Loveman, Joseph & Loeb department store U & O loss in Birmingham has now been compromised out of court for \$207,000. The store was destroyed on March 10, 1934. The federal district court awarded the assured \$247,000, whereas the companies were willing to pay less than half that amount, before the trial. The case was appealed by the companies, but the compromise takes the action out of court.

It was this case that focused attention on the need for revision of the U & O form, because the issue in the Birmingham case was that the assured was forced to carry insurance on items for which it could not collect in the event of loss.

Although the desirability of simplifying the use and occupancy contract had been agitated for some time and numerous informal conferences had been held impetus to positive effort was given by the differences of opinion that arose among underwriters as to the application of the policy in the Loveman, Joseph & Loeb case, and this was one of the reasons for the recent Atlantic City meeting of rating experts.

The compromise settlement was reached following joint sessions between the companies' committee of five, their attorneys and the representatives of Loveman, Joseph & Loeb. The amount of the policy was \$300,000. In addition the firm suffered a loss of close to \$800,000 upon its building, furniture, fixtures and stock, which was paid promptly upon its adjustment.

November Third Month to Show Increase in Losses

As the fire losses during October exceeded those of the preceding month, so the record for November, as compiled by the National Board, is greater than that for the previous one. The aggregate loss for November is \$20,871,584, compared with \$19,785,871, in October representing an increase of 5.5 percent. Again, the losses of last month exceeded by 3.8 percent those of November 1934. This is the third successive month that losses have exceeded the amount for the same month last year. Losses for the first 11 months aggregated \$231,210,657 as against \$251,756,181 experienced in the like period of 1934. The loss record by months for the present and for each of the two immediately preceding years follows:

	1933	1934	1935
Jan.	\$35,547,565	\$28,002,583	\$23,430,504
Feb.	36,661,481	31,443,484	25,081,025
March	35,321,248	31,312,359	24,942,703
April	27,825,970	22,028,943	23,267,929
May	24,338,714	25,271,459	21,238,205
June	21,578,609	20,005,692	18,499,675
July	20,004,049	19,484,027	19,293,619
Aug.	23,626,505	19,613,146	18,137,060
Sept.	20,447,571	16,243,870	16,641,882
Oct.	21,465,382	18,236,272	19,785,871
Nov.	22,454,200	20,114,346	20,871,584
Tot.	\$289,271,294	\$251,756,181	\$231,210,657

Contingent Basis Under Discussion

Arrangement Among Companies in Same Agency Studied

POINT OUT POSSIBILITIES

Increased Acquisition Cost from Proposed Commission Plan Found One Main Objection

HARTFORD, Dec. 18.—The difficulty of dealing equitably among companies in the same agencies, some of which pay contingent commissions and some of which do not, particularly on an annual basis, are so well known and accepted that the present advocates of contingent commissions themselves dismiss this method of application.

Difficulty in Choosing

No definite method of application of contingent commissions in any great detail has been set out by any of the present advocates so that it is possible to discuss only theoretical possibilities. One of these is that the company shall select the agencies which are to benefit from contingents. But if the companies are to take past loss ratios as the basis for choosing many agencies, manned by men whose knowledge and competence in the field of insurance is first rank and whose integrity could not be assailed and whose volume of business is extremely high, would not be on the favored list. The first problem to be solved under a plan of this kind is the basis upon which the selection is to be made. It is possible to come forward with a number of suggestions for this purpose but each of them fails either because it cannot be practically applied or because when applied, it produces almost unbelievably fantastic results in its classification of the agencies which are to be considered worthy of contingent commissions.

Many Objections Offered

Assuming that contingent commissions are to be paid universally in the hope that the system will purge and eliminate the unfit, the objections become legion. The first is that any application of this kind inevitably means a general increase in acquisition cost. Many believe that a plan which would increase acquisition costs at this time is entirely out of the picture, if for no other reason, because of public opinion. The late Harry A. Smith president of the National of Hartford, pointed out by actual illustrations from past results what would almost certainly occur most of the time. More agents would qualify for contingent commissions than would not qualify. David Rumsey, former vice-president of the Continental, estimated that an agent, under a plan he had in mind, ought to qualify four years out of five. But, the company, in the particular state or city involved might

(CONTINUED ON PAGE 16)

Insurance Teachers Group to Hold New York Meeting

PINK TO EXPLAIN HIS WORK

Insurance Executives and Professors to
Discuss Problems of Universi-
ties and Teachers

The American Association of University Teachers of Insurance will hold its third annual meeting at the Hotel Commodore, New York, Dec. 27.

Superintendent Pink of New York will speak at the luncheon on "The Problems of a Superintendent of Insurance." In the afternoon session the subject, "How Can the Universities and University Teachers Best Serve in Their Fields?" will be taken up by C. G. Taylor, vice-president Metropolitan Life, L. E. Falls, vice-president American Fire of Newark and G. F. Michelbacher, vice-president of the Great American Indemnity.

Their views will be discussed by Professors S. B. Ackerman, of New York University; C. A. Kulp, University of Pennsylvania and E. L. Bowers, Ohio State University.

William Leslie, associate general manager National Bureau of Casualty & Surety Underwriters, will take part in the discussions. The complete program follows:

Morning Session

"A program of study for students specializing in insurance," H. J. Loman, Wharton School of Commerce & Finance. "Content, arrangement and method of a general course for students not specializing in insurance," A. H. Mowbray, University of California, and R. Riegel, University of Buffalo.

Discussion: J. E. Partington, State University of Iowa; J. H. Magee, University of Maine, and William Leslie, associate general manager, National Bureau of Casualty & Surety Underwriters.

Luncheon

"The problems of a superintendent of insurance," Superintendent Pink of New York.

Afternoon Session

"How can the universities and university teachers best serve in their fields?" C. G. Taylor, vice-president Metropolitan Life; L. E. Falls, vice-president American Fire of Newark; G. F. Michelbacher, vice-president Great American Indemnity.

Discussion: S. B. Ackerman, New York University; C. A. Kulp, Wharton School of Commerce & Finance; E. L. Bowers, Ohio State University.

Dinner—6:30 P. M.

Informal—No program—members only.

Boston and Old Colony Pay Sizable Extra Dividends

Special dividends as well as the regular semi-annual distribution to stockholders have been voted by directors of the Boston and Old Colony.

The special dividend of the Boston amounts to \$5. It is payable Jan. 2 to stockholders of record Dec. 10. The regular semi-annual dividend amounts to \$8, of which \$4 is payable Jan. 2 to stockholders of record Dec. 10 and \$4 payable April 1 to stockholders of record March 20.

The special dividend of the Old Colony is \$10 payable Dec. 30 to stockholders of record Dec. 10. The regular semi-annual dividend is \$4, of which \$2 is payable Feb. 1 to stockholders of record Jan. 20, and \$2 payable May 1 to stockholders of record April 20.

St. Paul Pays Employees' Bonus

The St. Paul F. & M. has given a bonus to all employees equivalent to two weeks salary.

Britton-Heritage & Ackley, Vinland, N. J., opened branch offices in Atlantic City and Wildwood. The agency has taken on the New York Fire, Massachusetts Bonding and United States Casualty.

Advises Teachers



L. E. FALLS

"How can the universities and university teachers best serve in their fields?" will be discussed at the annual meeting of the American Association of University Teachers of Insurance in New York Dec. 27 by L. E. Falls, vice-president American Fire of Newark.

New Illinois Agents License Measure Passes the Senate

SPRINGFIELD, ILL., Dec. 18.—With the proposed Illinois insurance code definitely killed, members of the state legislature, in special session, now may find time to consider several other pending insurance measures.

The house this week is expected to receive from the senate the agents and brokers licensing bill of Senator Keane. The bill has been passed by the senate. It was drafted to replace the licensing law which had been held invalid. It is on third reading in the house and is ready for passage Jan. 7.

In the house are two other measures of interest to insurance, a drivers' licensing bill, and a bill aimed to curb drunken drivers. On the senate side is the administration's fire and casualty rate regulation measure which originally was part of the code bill. Its fate is problematical.

Security Owners Group To Guide Bondholders

BENSON HEADS ASSOCIATION

To Protect Bondholders' Rights—
Prominent Life Men on Govern-
ing Board and Committee

NEW YORK, Dec. 18.—Evolution of a set of principles for the guidance of institutional bondholders in railroad reorganizations may prove to be one of the principal objectives of the Security Owners Association according to its president, Philip A. Benson, who is head of the Dime Savings Bank of Brooklyn. This association, which has recently been reorganized, plans to operate under the title, "Railroad Security Owners Association." Eight life company executives are on its governing board, four of whom are members of its executive committee.

Just what rights bondholders should stand upon and what concessions they may be fairly asked to make without jeopardizing their interests are questions to which the answers are indefinite, Mr. Benson explained. The absence of a definite, accepted understanding as to bondholders' rights in reorganizations has resulted in some cases in the stockholders' group attempting to effect arrangements which place an undue share of the necessary sacrifices on the shoulders of the creditor group. This may even result in bondholders being asked to waive their rights to the extent that they be paid off in money which should rightly come to them as interest.

Many in Receivership

A few months ago it was computed that 18.9 per cent of the railroad mileage in this country was in receivership or trusteeship. This figure has since been boosted by the default of the New York, New Haven & Hartford Railroad.

The association is also interested in protecting the railroads from adverse legislation, believing that much legislation has been enacted without much thought as to where the expenditures required of the carriers were to come from.

In railroad reorganization proposals there appears to be less disposition among the various classes of bondholders to be concerned about their rights as compared with other bondholders' groups and more of a tendency to present a common front, united on their primary objectives.

Policy of Life Companies on Their Fire Insurance

PROGRAM FOUND DIFFERENT

Some Do Not Insure Their Farm Prop-
erty Especially in the South-
ern States

A company executive in New York has made the rounds of the country, studying conditions and especially those developments that seem out of the ordinary. He found, for example, that many life companies have had to take over property, both farm and urban, where they had loaned money and taken mortgages. The mortgagors were not able to meet their obligations and hence thousands of properties have come into the hands of the companies direct. The life companies therefore are large direct holders of farm and city property of various kinds.

Save Acquisition Cost

He contacted with the officials of some of these companies, finding that so far as farm property was concerned certain ones are carrying no insurance whatever. They have set up a fund to meet losses. A few are throwing their business to mutuals. Although the life companies employ agents and pay commissions this official finds that the main motive back of the tendency is to save acquisition cost. He countered with the proposition that it might be an excellent thing for the large fire companies to start their own life insurance fund, because they could interest a large number of people and save the acquisition cost. He finds that this fire insurance policy of life companies is an important one to consider.

Pursue Varied Policies

Life companies are pursuing a different policy with regard to their fire insurance. For instance, some companies are carrying fire insurance on farm property where the house is valued at \$1,000 or more and the barn \$500 or more. Throughout many of the southern states, farm rates are very high. Some companies therefore do not carry insurance on farm properties in that section where the buildings have value below the points mentioned. They feel that owing to the high rates they can get proper distribution of their own loss in having so many different properties. In states where the value of land and buildings is higher, some that do not carry insurance on properties in the south have their properties insured in the north.

Some Do Not Insure

A few companies, however, having a large number of farms, do not carry any insurance, feeling that taken by and large they can get a good average and can better afford to carry their own insurance. Some companies make it a point to insure only in stock companies. If they take over properties that are insured in mutuals, they allow these to run to expiration and then take stock insurance. Others, however, lean toward the mutuals and take insurance in them. In some southern localities it is difficult to get insurance that is acceptable on farm properties as the loss ratio has been running high. So far as can be learned, all companies are insuring their property taken over in the cities, be they bungalows, other residence types or what not.

Lamond with Pacific National

PHILADELPHIA, Dec. 18.—E. H. Lamond, former assistant to the superintendent of claims of the Security Fire of New Haven, Conn., has been appointed manager of the loss department of the eastern department of the Pacific National Fire effective immediately. Mr. Lamond had been with the Security for eight years.

THE WEEK IN INSURANCE

Famous department store U. & O. loss in Birmingham is settled out of court for \$207,000. Page 1

Difficulties involved in establishing contingent commissions cited. Page 1

Truck pool plan is held to be only way to save line from mutuals and state funds. Page 1

For the third successive month, fire losses in November exceeded those of the same month last year, according to the National Board report. Page 1

New book is out graphically describing automobile accidents. Page 32

New retrospective rating plan for compensation risks is being given serious consideration by company executives. Page 33

The fact that New York has been requested to approve a rider to the auto P. L. policy which would indemnify the driver's guests in case of accidental injury or death recalls that the Central Surety has been selling such a contract for several years. Page 33

Company executives on University Teachers of Insurance meeting program. Page 2

Health & Accident Underwriters Conference simplifies rating manual. Page 31

Premium income of \$150,000,000 is estimated as being available for public liability and property damage cover on long haul trucking operations. Page 32

Paul M. Bowen, vice-president in charge of agencies of the Standard Accident, died suddenly in New York City. Page 32

Indemnity contract for airline commercial travelers offered by U. S. Aviation Underwriters at rate comparing favorably with other travel insurance. Page 31

Philadelphia bond "racket" ended. Mayor-elect Wilson tells conference of surety men. Page 33

Conference hurriedly called for Dec. 23 by Commissioner De Celles of Massachusetts to save compulsory auto law from disaster; agents and brokers propose pool plan. Page 31

California Association of Insurance Agents officers and directors meet. Page 3

Practices of life companies in insuring foreclosed properties is surveyed. Page 2

Award San Jose Next Convention

California Association of Insurance Agents Officers and Directors Meet

COMMITTEES ARE NAMED

Frank Colridge Was Reelected Executive Secretary—W. H. Menn Gave Report of New York Meeting

SAN FRANCISCO, Dec. 18.—In the face of spirited competition from two other California cities, San Jose was chosen as the 1936 convention city of the California Association of Insurance Agents, at the first meeting of the new officers and directors held in Oakland. Reiterating the invitation of San Jose which was formally presented at the San Diego convention, were Ed Moellering, past president of the San Jose Board, A. E. Shepherd, vice-president and O. D. Baldwin, secretary. Mr. Moellering is also a member of the board of directors of the association. The other two cities presenting invitations for the meeting, which according to plans will be held Nov. 12-13, were Fresno represented by G. C. Appleton, vice-president of the association, and Santa Cruz represented by Laurence Canfield, a director.

One of the first actions of the new board and one which will meet with unqualified approval of agents and company men alike, was reappointment of Frank Colridge as executive secretary. Mr. Colridge has served the association for the past six years, completing this term on Dec. 10.

A committee of particular importance to the Pacific Board and all organized company groups is the conference committee. Appointed to this post were: President W. P. Welsh, Pasadena; W. H. Menn, national executive committee-man, Los Angeles; C. E. White, president Oakland Association of Insurance Agents, Oakland, and E. R. Pickett, immediate past-president and national councillor. Present plans call for a meeting of this committee with the Pacific Board committee about the middle of January.

Farm Committee Named

Approval was also given to reappointment of the farm committee as follows: H. T. Thielen, Sacramento; C. T. Buckman, Visalia, and Frank Aaron, Marysville. As a matter of expediency and in order that regular meetings of this committee which are held with a similar committee of the Pacific Board might not be interrupted, it was reappointed immediately following the San Diego convention.

Blanket confirmation was granted President W. P. Welsh in the selection of eight regional chairmen and the personnel of the regional committees which range in number from ten to twenty depending upon the importance and size of the district covered. It is planned to hold the first series of regional meetings, commencing in the northern section of California and gradually covering the state, during February.

Undoubtedly another committee which will shortly be appointed will be a highway truck committee. Other matters included a discussion of membership development work which will begin actively immediately after the first of the year.

W. H. Menn who recently returned from a meeting of the executive committee of the National Association of Insurance Agents, gave a report on activities of that committee.

First Charter Oak Agency Is H. G. Holcombe, Inc.

The first agency appointment announced by the Charter Oak Fire of Hartford, organized by the Travelers companies, is that of Harold G. Holcombe, Inc. of Hartford. Mr. Holcombe has in the yard of his home a large white oak grown from an acorn from the original Charter Oak tree, one of only two that can definitely be proved as first generation scions of the tree famous in Connecticut history, and after which the Travelers' new company was named.

The tree in Mr. Holcombe's yard was planted by his grandfather and protected by three generations of the Holcombe family, to the second generation of which the late John M. Holcombe, for many years president of the Phoenix Mutual Life, belonged. Mr. Holcombe's tree was planted long before the historic tree fell Aug. 21, 1856. It is on property purchased by James H. Holcombe in 1840.

The Charter Oak Fire has been licensed in Connecticut, New Jersey, New York, Missouri, Oklahoma and the District of Columbia. Licenses to operate in other states will be obtained in due course.

Conviction of Bean Pleases the Minnesota Department

MINNEAPOLIS, MINN., Dec. 18.—Officials of the Minnesota insurance department are jubilant over the conviction here of M. E. Bean on charges of selling insurance without a license. Bean was at once sentenced to 9 months in jail but served notice of appeal.

Several other indictments against Bean in various parts of the state will be pressed by the state officials who hope now to stamp out his operations. Bean conducts five insurance concerns in Minneapolis, all offering insurance of various types at cut rates and without a license as far as known in any state. His policies have been sold in several states. A year ago he served a 90 day workhouse term.

Insurance department officials now are planning on trying to get federal action against Bean for alleged misuse of the mails. One conviction in federal court, they believe, would be more effective in stamping out his business than several in state courts where penalties are comparatively light.

Receivership actions also have been launched against his companies and are pending in court.

Explain Minimum Rates

About 150 class 2 agents from Chicago suburbs attended a meeting on Tuesday at which R. A. Parker assistant manager Chicago Board, explained the operation of the new minimum tariff rates.

Mr. Parker described the various classifications and the application of the rates to dwellings, flats, apartments and on contents. He also pointed out the desirable features of the new extended coverage policy, urging sub-agents to concentrate on the new form.

Memphis Auto Finance Deal

Local agents of Memphis, through the Insurance Club and the Insurance Exchange, have arranged with four banks to handle financing of new automobile purchases. The blanks to be used will show the agent or broker who directed the applicant to the bank and that agent's interest in the insurance will be protected.

A. J. Cassatt, vice-president Western Saving Fund Society of Philadelphia, was elected a director of the Fire Association of Philadelphia and the Reliance of Philadelphia.

Bewildered Over the Current U. & O. Discussion

In view of the current interest in the idea of revising the U. & O. form the following communication on the subject is interesting:

"So much has been written on the subject of use and occupancy insurance during the last three or four months that anyone who is interested in that subject must either have been informed or else been bewildered, and the author of this frankly confesses to his bewilderment. But so are our forms themselves bewildering in some respects, and one asks himself what it is all about.

Coinsurance Form

"This current discussion has been confined almost exclusively to the coinsurance or contribution form, which under Item 1 covers:

"\$..... On (a) The net profit * * * and (b) Such charges and other expenses, etc."

"Why the (a) and (b) in connection with an item carrying a single, specified amount? Would anyone write a stock of merchandise:

"\$..... On (a) The stock of clothing and (b) Boots and shoes and (c) Hats, caps, etc."

"Then why write use and occupancy in that bewildering way?

Recalls Erion's Speech

"In a notable address last summer Frank L. Erion made some very pertinent observations along with certain very practical suggestions, which the authorities would do well to consider. Some of the published comments on that address have again bewildered this author to the point of pinching himself to see whether he is really awake. For example, one writer pointed out that in the case of a department store having \$3,600,000 gross earnings, the 'old' per diem form requires \$3,600,000 insurance, or even more than that to provide for fluctuations, which inspired writer No. 2 to say it's no such thing, for that form requires the deduction from those gross earnings of that amount needed to pay the avoidable expenses, while the fluctuating form fairly provides for fluctuating earnings throughout different periods.

"When doctors disagree, how can one help being bewildered!

"And then that writer No. 1 met Mr. Erion's suggestion of an insurable value of less than one year's earnings to overcome sales resistance by nominating instead a fixed amount coinsurance clause instead of a percentage clause, which only creates more bewilderment, which is somewhat relieved by that other writer, No. 2, who reminds us that in our rent and rental value practice we provide for lesser values than one year—"and rent and rental value is use and occupancy if it is anything."

Double Pro Rata Condition

"Then comes writer No. 3, who condemns what he calls the 'double pro rata condition' found in the per diem forms, which was all the more bewildering until another article (writer No. 4) appeared in a different publication which explains that in the 'total suspension clause we have the equivalent of a pro rata distribution clause, using the element of time to divide the policy into small per diem units, and in the partial suspension clause we have the equivalent of a 100 percent coinsurance clause applying to each unit."

"And then comes writer No. 5, who defends the requirement of the coinsurance or contribution forms, that while only net values are insured, yet coinsurance is demanded on the gross, by reminding his readers that when we insure a city building in connection with the 80 percent coinsurance clause, it is seldom indeed that we sustain a total policy loss, apparently forgetting that when we insure that city building we ex-

clude foundations under ground, and we do not demand coinsurance on that underground value. Yet under the form we are discussing, after excluding the equivalent of foundations underground (in the expenses that cease and cannot possibly result in loss), we nevertheless insist upon coinsurance on those 'underground' expenses along with the others, hence further bewilderment.

Subterfuge Is Seen

"And writer No. 6, admitting that this coinsurance form requires an amount of insurance that cannot possibly be collected under any circumstances, insists that the privilege of using the 80 percent coinsurance clause reduces the amount to a sum that may be collectible, which strikes this bewildered person as a childlike subterfuge, for those avoided expenses are still part of the 'value' that is insured although the insurance may indeed be only 80 percent and at a materially higher rate.

"And those expenses that reduce the loss. Do they add to a company's obligation or do they inure to a company's benefit?

Additional Obligation Seen

"A policyholder sustains loss and avails himself of vacant space under his ownership or control and of surplus stock in his warehouse, and does everything possible to reduce his loss, just as he reasonably would do if he had no use and occupancy insurance. His claim against the company is \$25,000. The contractor who has undertaken to repair the property states that if he can put on a night crew at \$2,000 extra expense he can finish the job just so much sooner. It is found that if business can be resumed in the original location that much sooner, the insurance company's obligation will be reduced to \$20,000. Wouldn't any company pay that extra expense of \$2,000 for night work for the saving of \$3,000? And does it require any special condition in the policy form to induce it to do so? And yet this expense-to-reduce-the-loss feature oftener than not, it is feared, is considered as though it were an additional obligation, and forms are painstakingly drawn which seem to recognize it as an additional obligation, as for example, under so-called Item III (for there is only one item) of the per diem forms.

Who's Bewildered Now?

"And then that same per diem form with its bewildering limit of liability for each business day of net profits and fixed charges so far as they would have been earned had there been no fire. Net profits means the balance of earnings after all charges of every nature have been paid, and if we pay the fixed charges for each business day as stipulated, and the net profit remaining after all charges have been paid, how is the policyholder to carry on Sundays and holidays when his fixed charges are just as great as they are for any other day?

"Who's bewildered now?"

Declares Special Dividend

A special, as well as the regular dividend, has been declared by Crum & Forster, Inc., upon both its common and preferred stock series. A special dividend of 20 cents per share has been declared on the preferred stock, payable Dec. 20, while the regular quarterly dividend on common of 20 cents per share regular, and 5 cents extra, will be payable Jan. 15.

Landi, Kennell, Yerke & Co. has been formed at Hollywood, Cal., with offices at 723 Guaranty building, by A. F. Z. Landi, R. C. Kennell and K. S. Yerke. Mr. Landi is brother of Elissa Landi, motion picture star.

AS SEEN FROM CHICAGO

OPPOSITION TO THE CODE

While a number of Cook county state senators were opposed to the Illinois insurance code, in the vote last week it was found that some of the downstate men who had been its proponents changed over and voted against it. It seems that many of the legislators felt that Governor Horner was not warranted in making this one of the features of the call for the special legislature.

There were many controversial matters injected into the code. It incurred the displeasure of the fire and casualty companies and some other interests. The local agents and brokers espoused it.

Insurance Director Palmer felt up until a week before the final vote that a sufficient number of senators could be mustered to carry it. A large amount of time, effort and trouble were exerted in getting the code in shape, revising it,

having hearings and then further time was taken in discussions before the insurance committees of the two houses. The general impression is that an attempt was made to cover too much ground and this drew too much fire.

* * *

E. F. SCHNEIDER IS HONORED

E. F. Schneider, assistant manager of the Chicago metropolitan department of the North British & Mercantile, was the honored guest at a dinner Monday evening, in celebration of his 30th anniversary with the company. During the day he was the recipient of several floral bouquets, complimentary mes-

sages and new business. W. F. Swaez, North British manager in Chicago, was the toastmaster at the dinner which was attended by about 15 Chicago department heads and field men.

Mr. Schneider was presented with a clock from the executive staff at the New York office, a wrist-watch by the Chicago department heads and field staff, and a desk set by the employees in the Chicago office.

Mr. Schneider was in the field in Illinois for several years before assuming his present position.

* * *

CHICAGO AGENCY HONORED

The Springfield Fire & Marine, which has been represented in Chicago since 1876 by Critchell, Miller, Whitney & Barbour, on Dec. 27 will celebrate the 75th anniversary of its founding of an agency in Chicago. The agency was also honored when officials of the Security of Connecticut presented it a certificate commemorating 50 years as representative of that company.

Founded in 1868, the agency is one of the oldest in Chicago and has represented several of its companies for more than half a century. It is now expanding its quarters due to the pressure of increased business.

* * *

KADYK IN PRIVATE PRACTICE

Assistant Attorney General David J. Kadyk, who has for the past nine years been in charge of insurance affairs in the Illinois attorney general's office, is retiring to become a member of the law firm of Lord, Lloyd & Bissell of Chicago. John S. Lord of that firm is attorney-in-fact for London Lloyds and is counsel for many of the London underwriters. The law firm specializes in insurance. Mr. Kadyk has become well known to insurance people and has gained an insight into insurance affairs. He has been in the office of the attorney general for 11 years. He is a native of Aledo, Ill.

* * *

AGENCY BRANCHES OUT

The Harrison-Brewster Agency at 120 South LaSalle street, Chicago, is making quite a record in building up a long haul truck business, also writing workmen's compensation and liability for contractors. The agency will be three years old in March. F. W. Stroupe is president and the associates are D. A. Ballantine, E. H. Langlotz and L. M. Risley, all of whom have had extensive experience in the business. It has enlarged its office twice since it started and recently has taken on more space. It represents the Central Fire of Baltimore, Harmonia and Sentinel for fire business, the Standard Surety & Casualty, Ohio Casualty and Trinity Universal for casualty and automobile, and the Lincoln National Life for life business. It expects to add other companies in view of its business expansion. The agency is a member of the Chicago Board.

* * *

MID-CONTINENT COMPANY STARTS

The Mid-Continent Finance Company at 120 South LaSalle street, Chicago, is now actively in the field for financing all insurance premiums except those built up on a payroll audit basis. L. M. Risley, well known insurance man, is the manager. This company is making an active bid for the business of agents and brokers that desire to have their clients given service of this kind.

* * *

SOERGEL LOSS SUPERINTENDENT

Otto A. Soergel, adjuster connected with the Cook County Loss Adjustment Bureau since its organization and a loss man of 40 years' experience, has been appointed superintendent of the loss department in the western department of the Pearl at Chicago. Since the office was opened a month ago, he has been assisting Western Manager V. L. Gallagher of the Pearl on loan from the Cook county loss bureau. Mr. Soergel's experience dates back to active work on the San Francisco earthquake

A MERRY CHRISTMAS And A HAPPY NEW YEAR



SOMEONE has well said that joy and prosperity cannot be enjoyed by a person alone, but must be shared with others. In this is the essence of the Christmas spirit.

Christmas Day is the light upon our way, throwing a radiance into the future. As we individually take the spirit of Christmas as our rule of daily conduct toward men, so we aid in the progress toward the time when the idealism of this Day will be the way of life.

We of the Millers National send you our greetings, and hope that your Christmas Day will be happy, and that your future will be bright and shining.

1865



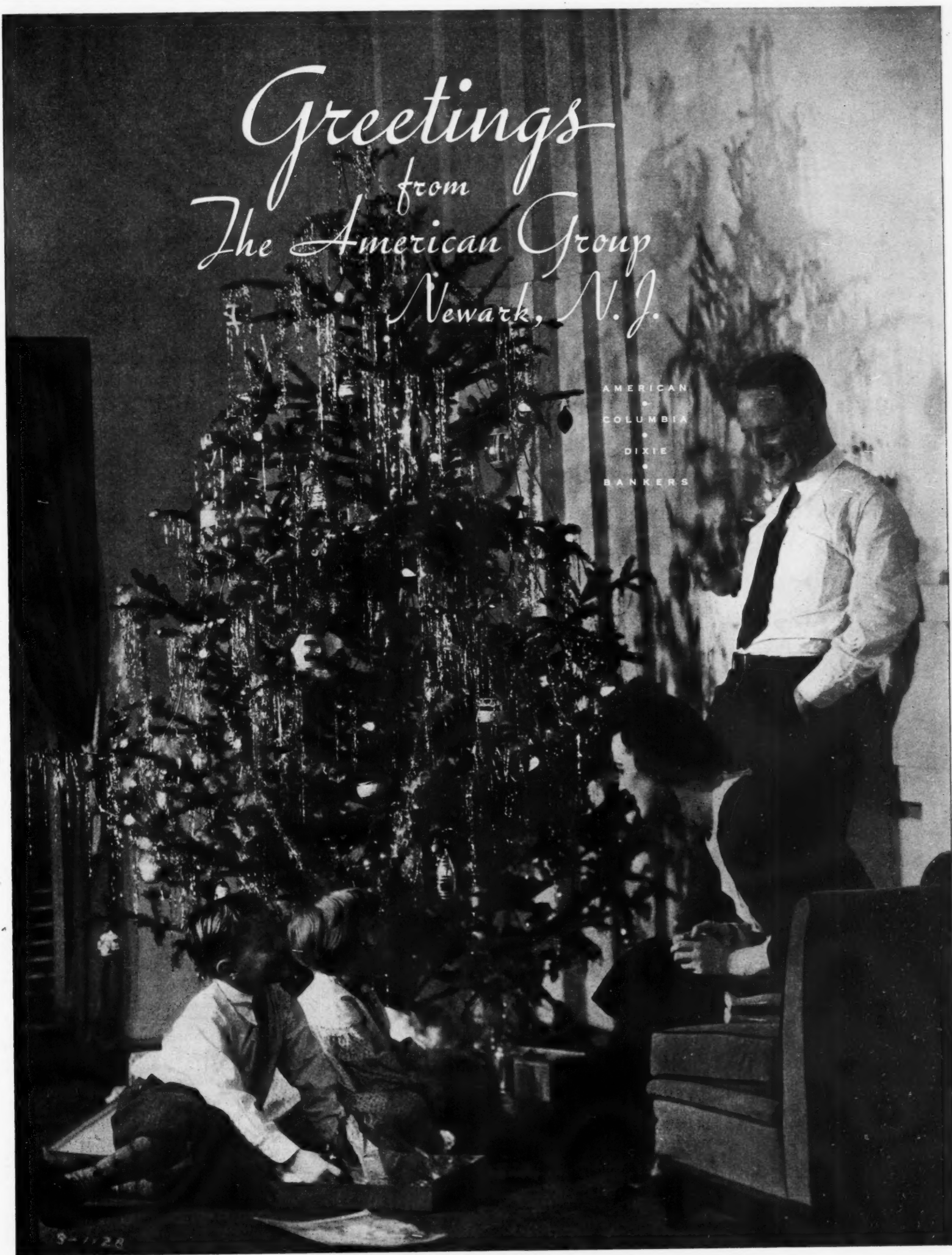
1935

MILLERS NATIONAL INSURANCE COMPANY • CHICAGO

Seventy Years of Service and Security

Greetings
from
The American Group
Newark, N. J.

AMERICAN
•
COLUMBIA
•
DIXIE
•
BANKERS



3-7-28

"Not Everybody GIVES at Christmas"

is the headline of the
Alliance national advertis-
ing for December.

Illustrating the theft of a
pearl necklace, the advertis-
ing points out the hazards
to which valuable gifts are
exposed, and explains the
value of dependable pro-
tection—telling the reader to
"Ask the Alliance Agent."



THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch St., Philadelphia
Chicago Office: 209 West Jackson Boulevard
San Francisco Office: 231 Sansome Street

"Major Bowels"



CLARKE J. MUNN

Clarke J. Munn of Chicago, manager of the Cook County Loss Adjustment Bureau, won distinction at the anniversary dinner of the Knights of the Round Table of the Union League Club in Chicago in its holiday festivities by conducting "Major Bowels Amateur Hour," he impersonating the famous Major Bowles, who conducts the amateur hour in New York every Sunday evening.

and fire when he was in charge of the loss department in the western department of the Northern Assurance in Chicago. Then for seven years he was in charge of the loss department for Fred S. James & Co. in that city. He started in business in 1895 with E. R. Wetmore in the old firm of Munger, Ebbert & Co., now Munger, Vokoun, Wetmore & Wetherbee, of Chicago. Thomas H. Fullerton, Jr., has resigned from the automobile department of James & Co. to become assistant underwriter in the Pearl's automobile department at Chicago.

COLEMAN ASSISTANT MANAGER

Edward M. Coleman, who has been associated with the J. M. Hogle agency of Chicago for two years, has been appointed assistant manager of the fire and marine department in that agency.

ROUND TABLE FESTIVITIES

The 25th annual dinner of the Knights of the Round Table of the Union League Club of Chicago was held Saturday with W. R. Townley, president. All the officers were reelected after strenuous campaigning. A. F. Powrie, Fire Association, is vice-president; W. H. Lininger, Springfield F. & M., treasurer, and C. E. Ingram, Great American, scribe. There were two delegates from the Eastern Round Table, they being H. T. Cartledge, deputy manager Royal-L. & L. & G., who is president of the eastern organization, and B. N. Carvalho, president Metropolitan Fire Reassurance, both of whom spoke. There were moving pictures of the last annual meeting of the eastern Round Table taken by Mr. Cartledge that were shown. L. R. Hanawalt, assistant manager National Fire of Hartford, was advanced to the status of esquire and H. A. Bush, assistant manager Fireman's Fund, and J. G. Hubbell, manager National Inspection Company, were made knights.

The entertainment feature of the program was largely in charge of Clarke Munn, manager Cook County Loss Adjustment Bureau, who conducted "Major Bowels Amateur Hour." Mr. Townley acted as announcer impersonating Graham McNamee. One of the big hits was the "Silver Crown Trio," W. P.

Robertson, North America; A. F. Powrie, and C. W. Ohlsen, Sun. Attorney R. J. Folonie, the eminent elocutionist, gave some recitations and Mr. Robertson, who has gained much fame in his home town of Wilmette, Ill., with his golden throat, sang some solos that he had captured while attending the meeting of the insurance commissioners in New York. Another soloist was E. A. Henne, manager America Fore, who thrilled the knights with his magnificent voice. It is intimated that Mr. Henne may sing in a professional way later on.

TO EXERT GREATER INFLUENCE

Members of the Chicago Insurance Agents Association at their meeting Tuesday decided to make the organization more of a positive factor in influencing decisions as to insurance practices in the city. Heretofore, the organization, which was started in 1931, has been reluctant to take a position on controversial matters or to suggest changes and innovations. It has been regarded as pretty much of a luncheon club by a good many of its 46 members. Now, according to present plans, the association will proceed to take a position on various issues that arise and make itself officially heard.

There has been considerable discussion at recent meetings of the association about the new minimum tariff rates and rules in the city and the revision of the supplemental contract there. Some of the members have been adversely critical, saying that the changes have imposed much additional, burdensome work on them and a good deal of it has been unnecessary. Apparently it has been this change in the minimum tariff rates and rules that caused the Chicago Agents Association to decide to exert its influence officially.

WESTERN LOSS MEETING

J. A. McClelland, general adjuster in the western department of the Great American, presided for the first time as president of the Western Loss Association at its meeting this week. There was considerable discussion regarding bringing inland marine adjusters in the organization. It was voted to make the approach and get those handling these losses identified with the organization. A number of companies will be sounded out hoping to get a favorable response.

One case of interest came up involving inherent explosion in a dwelling. The tenant left a gas jet open in order to cause damage to the building on account of hostility to the owner. This resulted in an explosion. The members took the position that this was not a case of inherent explosion but due to malicious intent and therefore was not covered by the clause.

J. H. DOYLE IN CHICAGO

J. H. Doyle, general counsel of the National Board, was in Chicago this week visiting the office of his organization there.

Wallace Rodgers of the Western Underwriters Association in Chicago went to Springfield, Ky., for the funeral of his father, Louis L. Rodgers, who died at the age of 86. His father was a prominent citizen of that place and was a pioneer tobacco broker.

Louis Guthman, chief Cook county field man of the America Fore group, Chicago office, was honored at a luncheon by his associates on the occasion of his 43rd anniversary with the company. Mr. Guthman started in the Chicago office when he was 14 years old.

Harry Bate, well known broker associated with the New Amsterdam Casualty, Chicago, died after a two months' illness.

Mr. Bate was 74 years of age and had had a long experience in the insurance business. He joined the New Amsterdam in 1931, prior to which he had for 20 years been associated with the Chicago office of the Travelers.

A. A. Abrams, formerly of the All-Service Agency, has formed the Alliance Assurance Agency in Chicago with offices at 438 Insurance Exchange.

"God, Bless Us, Everyone." — *Tiny Tim*

A CHRISTMAS CAROL — Dickens



PROVED BY THE ACID TEST OF TIME

The AMERICA FORE GROUP

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



of Insurance Companies

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

ERNEST STURM, Chairman of the Board
BERNARD M. CULVER, President

New York, N.Y.

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL

NEWS OF FIELD MEN

Chatterton Succeeds Schreiber

**National Union Man Joins Pacific
National as Executive Special
Agent in Middlewest**

John L. Chatterton has resigned as Illinois special agent for the National Union to join the Pacific National Fire as executive special agent in five middle western states with headquarters in Chicago. He succeeds W. L. Schreiber who has been appointed superintendent of agents in Ohio for the Pearl.

Vice-president W. L. Wallace of the Pacific National Fire from the head office and Eastern Manager W. A. Waters of Philadelphia were in Chicago interviewing men for the job, and decided upon Mr. Chatterton.

Mr. Chatterton has been traveling Illinois for the National Union for about three years under State Agent and Chicago Manager I. C. Faber. He started in the business with the Iowa Inspection Bureau in 1916. Three years later he went into the Iowa and Nebraska field for the New York Underwriters, remaining until 1924 when he joined the North British & Mercantile as Illinois state agent. He has been in the Illinois field ever since. He traveled for the Fireman's Fund in northern Illinois for a time.

The states under his jurisdiction are Illinois, Indiana, Wisconsin, Michigan and Minnesota.

Mountain Field Club Meets

MANCHESTER, N. H., Dec. 18.—The Mountain Field Club, composed of New Hampshire and Vermont fieldmen, has elected the following officers: President, Walter Davol, Hartford Fire; vice-president, F. H. Burnham, special

agent Colonial Underwriters; secretary-treasurer, Frank Mills, manager Travelers, Manchester; executive committee, W. T. Lepper, Vermont state agent Aetna; E. D. MacDonald, special agent Westchester Fire; A. C. Knox, special agent Phoenix.

R. R. Hayes Goes to Nebraska Field for Crum & Forster

R. R. Hayes has been appointed special agent in Nebraska for the Crum & Forster companies to fill the vacancy created by the transfer of Special Agent C. W. Martin to Wisconsin. Mr. Hayes has been connected with the Wisconsin survey department for several years. Before that he was in the western department office at Freeport, Ill. He will move to Nebraska about Jan. 1 and work under the supervision of State Agent H. H. Miller with headquarters in the Union State Bank building, Omaha.

Illinois Pond Is to Honor Metzner, Schreiber at Dinner

Decision was reached this week to hold the annual business meeting and dinner of the Illinois Blue Goose in Springfield the evening of Jan. 15, inasmuch as the midyear meeting of the Illinois Fire Underwriters Association is to be held there the following day.

Two members who recently won advancement and are taking up work in new fields, will be especially honored. They are: C. H. Metzner, formerly Illinois state agent of the Phoenix of Hartford, who was transferred to Michigan as Wayne county manager, and W. L. Schreiber, executive special agent of the

Pacific National Fire, who has been appointed superintendent of agents in Ohio for the Pearl.

The committee in charge consists of B. F. Peters, Royal-Liverpool, chairman; A. R. Rathslag, Fire Association; Grant C. Bissell, Hartford; A. A. Knopp, New York Underwriters; R. E. Minner, Home, and Harry J. Conklin, Firemen's. The business meeting will be held at 6 o'clock and the dinner at seven.

Mr. Schreiber is now custodian of the Illinois Blue Goose and the fact that he has left Illinois means that two new officers must be elected to the Illinois pond. L. W. Brown of the Firemen's will be advanced to most loyal gander, and D. J. Harrigan, St. Paul, will become supervisor. A new custodian and guardian must be elected. President A. R. Miller has not appointed the nominating committee yet.

Veteran Iowa Field Men to Be Honored at Des Moines

DES MOINES, Dec. 18.—On Jan. 17 Iowa field men will honor a number of veteran Iowa field men with a testimonial dinner at Hotel Fort Des Moines. Each man honored has completed 25 years' consecutive service in the Iowa field for his respective company. The men are: O. J. Davis, state agent Home of New York; F. D. Carr, special agent Springfield; C. W. Borrett, special agent Hanover; K. P. Gohlman, special agent Security Fire of Iowa, and W. H. Faulkner, state agent Crum & Forster group. J. C. Stuart, state agent Aetna Fire, is general chairman for the event. He is assisted by J. H. Bunten, state agent Fire Association. W. H. Harrison, state agent National of Hartford, will be toastmaster.

Three Candidates in Field

Leaders in the Georgia Blue Goose are busy these days soliciting support in behalf of Cleveland R. Willcox of the Home of New York, who is one

of several in the field, for election as grand keeper at the 1936 annual meeting of the Blue Goose. Officers of the various ponds have received the request to support Mr. Willcox. Others for whom support is being sought are D. Maury Pollard of the Caledonian in Texas, and B. S. McKeel of the New York Underwriters with headquarters in Raleigh, N. C.

Texas Changes Made

J. Charles Pearson of Dallas, state agent of the Fidelity & Guaranty Fire, has appointed G. S. Hunter, who was formerly assistant to the state agent as special agent. Mr. Hunter is succeeded by William Wilson.

Wulff in San Francisco Talk

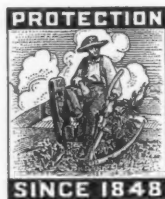
Franklin Wulff, president of the investment firm of Wulff, Hansen & Co., addressed the San Francisco Blue Goose on "The Philosophy of Investment," Monday.

Party for Martin

A combination farewell party and Christmas party Dec. 23 will be tendered to Charles Martin of United States Fire, Omaha, who is being transferred to Milwaukee. Arrangements are in charge of the Nebraska Blue Goose.

No Action in Kentucky

LOUISVILLE, KY., Dec. 18.—The future of the insurance commissioner's post is unknown. Governor A. B. Chandler is now in office but with a legislative session starting on Jan. 2, and a lot of patronage to be passed out, it is understood there will be very few appointments made until after the legislature adjourns. By holding up appointments a governor has better control. McKay Reed, president incumbent, has only served a short time and he may remain in office, despite the guessing as to his successor. Both Governor Chandler and Mr. Reed are Democrats.



87 YEARS OF SUCCESS

In this, its eighty-seventh anniversary year, the Ohio Farmers with much pride looks upon more than four-fifths of a century of honorable and successful underwriting.

The loyal friends are appreciated — those who remained loyal in adversity and prosperity. Their success added to the success of the Company.

OHIO FARMERS INSURANCE COMPANY
LeRoy, Ohio

FIRE

TORNADO

AUTOMOBILE

JEWELRY

REPOSING IN VAULTS
IS NOW BEING
TAKEN OUT
TO BE WORN.

Insurance Protection

*may be
Overlooked!*

You owe it to your
Clients to point out
the broad cover
and world wide
adjustment
advantages
of the

**ALL RISKS
PERSONAL JEWELRY
POLICY** *issued by the*

COMMERCIAL UNION GROUP

COMMERCIAL UNION ASSURANCE COMPANY, LTD.

AMERICAN CENTRAL INSURANCE COMPANY

COLUMBIA CASUALTY COMPANY

THE PALATINE INSURANCE COMPANY, LTD.

THE CALIFORNIA INSURANCE COMPANY

NEW YORK

CHICAGO

THE OCEAN ACCIDENT & GUARANTEE CORPORATION, LTD.

THE BRITISH GENERAL INSURANCE COMPANY, LTD.

UNION ASSURANCE SOCIETY, LIMITED

THE COMMERCIAL UNION FIRE INSURANCE COMPANY

ATLANTA

SAN FRANCISCO



National Board Considers Plan for Boston Losses

NEW YORK, Dec. 18.—The National Board is considering a plan for adjusting losses in Boston and Boston metropolitan territory, prepared jointly by the committee on adjustments and executive committee. It provides for designation of a person in the Boston office of the Fire Companies' Adjustment Bureau to handle claims in the territory apart from the balance of the New England field, and responsible di-

rectly to the bureau's head office. The bureau will use properly registered adjusters recommended by companies or Boston agents. The plan will become effective when signed by companies writing 80 percent of business in Boston and suburban area. The adjustment situation in Boston has long had the attention of company executives and plans for its improvement have been reviewed from time to time, but until now no concrete method has been decided upon.

The Kansas City Fire & Marine has declared an extra, "Christmas" dividend of 30 cents a share.

Jewelers Block Committee of I. M. U. A. Is Appointed

NEW YORK, Dec. 18.—A jewelers' block committee has been appointed by the president of the Inland Marine Underwriters Association; E. G. Shirsper, chairman; F. M. Cox; Harold Jackson, H. E. Sayre, W. F. Boylan, J. L. Powell, A. H. Bonito and L. C. Lewis, ex officio. Any interested company not a member of the committee automatically becomes one during consideration and rating of its risks.

Activities in Iowa Sector Will Honor Five Fieldmen

DES MOINES, Dec. 18.—Several score of Iowa fieldmen and agency and company executives will assemble at dinner here, Jan. 17 to honor five veterans who have completed 25 years of service in the same companies. The observance is an annual affair in Iowa insurance circles.

The men who will receive recognition are:

O. J. Davis, state agent Home; W. H. Faulkner, state agent United States Fire; Frank D. Carr, special agent, the Springfield F. & M.; C. W. Borrett, state agent Hanover, and K. P. Gohlmann, special agent Security Fire of Davenport, Iowa.

The arrangements for the celebration are in charge of J. C. Stuart, general chairman, Aetna.

Prevention Association Active

The Iowa State Fire Prevention Association has completed arrangements for several inspections during the early months of 1936. An inspection will be held in Boone Jan. 14; tentatively March 18-20 have been set for Sioux City, and a date has been sought for an inspection in Leon during February.

Harry K. Rogers, fire clown, and R. E. Vernor, Western Actuarial Bureau, Chicago, are expected to attend the Boone inspection, and possibly will be in attendance during the other meetings.

Arrangements for the inspections are being worked out by A. M. Upham, secretary, and T. A. Hites, president, the Iowa association.

Announcement is made of the removal of the state agency of the New Hampshire Fire from Webster City, Iowa, to Des Moines. The agency will be managed by Jack Oakes, state agent, and will have offices at 722 Securities Bldg.

Bert Tilden, affiliated with the Iowa state board of assessment and review, addressed the Iowa Blue Goose Dec. 16 on the new Iowa state income tax law.

Heavy Loss in Cleveland

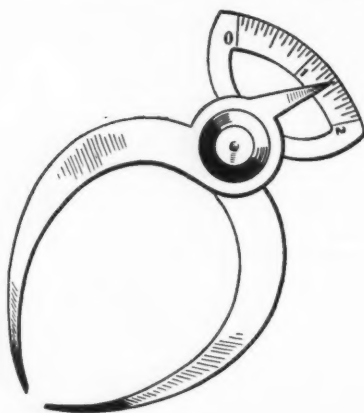
Loss estimated by insurance people at \$250,000 was caused by a fire in the three story fire proof warehouse at Neville avenue and the Big Four tracks in Cleveland. The main tenant was Sears, Roebuck & Co., which used the space for supplying the needs of five retail stores. The loss on the Sears, Roebuck merchandise is estimated at \$150,000. The other tenants were paper and cardboard jobbers. Tenants ascribed the fire to metal beds skidding and causing sparks that ignited excelsior. The loss was aggravated because of the fact that on the first and second floors there were large communicating openings. The building was built for a spaghetti manufacturing plant. The Pearl and Western Sprinkled Risk have the Sears, Roebuck line and the Monarch and Pearl had about one-quarter of the building line. The loss to the building is not especially severe.

G. M. Blum, general adjuster in the Chicago office of the Underwriters Adjusting, took an airplane to Cleveland to work on the loss in conjunction with Cleveland Manager E. E. Heasley, Jr.

Big Chicago Insurance Party

About 1,200 Chicago insurance men turned out for the Christmas party staged by the Insurance Brokers Association of Illinois. It was one of the largest and most representative party crowds of insurance men ever assembled in the city. Being a "Days of '49" party each guest was outfitted with a souvenir edition of a 10 gallon hat and some amazing transformations were noted. Most of the company offices had purchased blocks of tickets and the various company people were seated at tables carrying their company designation. Insurance Director Palmer of Illinois, United States District Attorney Igoe, and Peter J. Angsten, chairman of the Illinois industrial commission, were among the guests.

Gauge them carefully!



YOUR COMPANIES MUST UPHOLD YOUR REPUTATION

When you look over the companies you represent, there are many important factors to be considered. In these days of extra keen competition, it is vitally essential that every one of your companies measure up to the most severe requirements.

Financial strength is important. For your customer entrusts his premium to you . . . to be placed only in dependable companies.

Reasonable size is important, because it assures wider distribution of policies and risks . . . and ability to meet all claims.

Age is important. For age means experience. Only age brings the sympathetic appreciation that comes from long, intimate contact with a widespread agency organization.

Reputation is important. What other agents and other companies say should mean a lot to you. Is the business policy permanent? Are agency relations personal? Understanding? Human? Is the line of policies complete?

* * *

If you are considering the addition of a company . . . or a replacement . . . we ask you to apply your favorite measuring stick to the Agricultural or the Empire State. We shall be glad to answer any questions you may have. We can give you the names of our agents in your own state. We shall welcome an opportunity to send our nearest fieldman to give you all the facts.

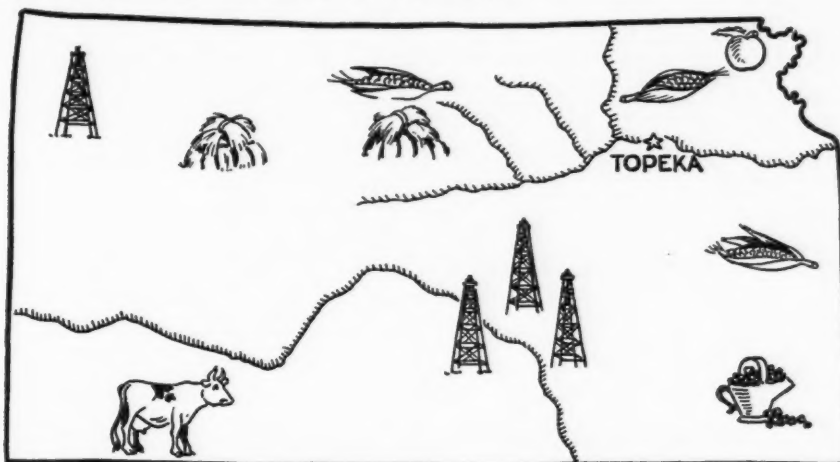
Won't you please write us?

Agricultural
Insurance Company,
of Watertown, N.Y.

Empire State
Insurance Company,
of Watertown, N.Y.

Every type of property insurance for industry and the home.

■ A SALUTE TO THE STATE OF



KANSAS

Kansas has 82,158 square miles2.71% of the U. S.

Kansas has 1,880,999 population1.53% of the U. S.

Kansas has 46,975,647 acres divided into 166,042 farms.

The State of Kansas, in almost the geographical center of the United States, is essentially agricultural, although its natural wealth is extremely important, especially in coal, petroleum and natural gas. In 1933, 57,504,000 bushels of wheat and 80,431,000 bushels of corn were harvested. Cheap and abundant feeds and pasturage, with a mild climate, good water and nearness to market make Kansas one of the four greatest cattle producing states.

*Kansas pays \$4,959,713 annually to the old established stock fire insurance companies to insure its property against fire loss—
1.08% of the fire insurance premiums of the United States.*

American Equitable Assurance Company of New York

Organized 1918 Capital, \$1,000,000.00

Merchants and Manufacturers Fire Insurance Company

Newark, N. J. Chartered 1849
Capital, \$1,000,000.00

Globe & Republic Insurance Company of America

Philadelphia, Pa. Established 1862
Capital, \$1,000,000.00

New York Fire Insurance Company

Incorporated 1832 Capital \$1,000,000.00

Knickerbocker Insurance Company of New York

Organized 1913 Capital, \$1,000,000.00

Sussex Fire Insurance Company

Newark, N. J. Organized 1928
Capital, \$1,000,000.00

Corroon & Reynolds

Incorporated
MANAGER

92 WILLIAM STREET

NEW YORK

One of a series designed to acquaint insurance men and insurance buyers with a few facts about our country.

SALES SUGGESTIONS

Building Use and Occupancy By Creative Selling

By Ralph E. Richman

HARTFORD, CONN., Dec. 18.—“What are you going to lose if you have a fire here?” This was an opening statement in developing use and occupancy insurance sales, suggested by one of the Hartford company men who has sold much of this coverage. It is the contention of this salesman that what deters many agents from going after use and occupancy is the feeling that they must be expert, prepared to give a lecture on U. & O., before they solicit it. They forget that few or any sales are ever made by lectures. In making the sale, the agent should stick as closely as possible to the single fundamental idea of protecting earnings so far as they would have accrued during suspension of business. Some commitment to the desirability of protecting these earnings should, if possible, be obtained before any work sheets are produced. The detailed filling out of the sheets may often be arranged with the accounting department after the coverage itself has been sold. A work sheet should never be left with the prospect until he has committed himself to buy.

How the Coverage Items Can Be Developed

Usually when a man answers the question as to what he would lose in the event of fire, he mentions some of the items which would be covered in a U. & O. policy. Then some adroit questioning builds up the coverage in the buyer's mind and the agent has thus allowed the buyer to uncover his needs as

well as obtain an idea of use and occupancy insurance without ever going into any formal explanation of the term. This salesman says that when presenting U. & O. it is best to forget technical descriptive terms and stick entirely to a discussion of the desirability of protecting what the buyer wants covered when he understands his possible losses. The buyer is not interested primarily in what the insurance is called nor the evolution of the jargon used to describe it. It is just for this reason that often the man who understands well all the technical intricacies of an insurance line fails as a salesman because he cannot divest his talk of everything except what the buyer is really interested in knowing. In presenting U. & O. the agent must use special care to avoid being swamped in the morass of technical detail.

Favorite Opening Question on U. & O. Coverage

Another favorite opener is “Have you insured earnings against fire?” This question like the one referred to offers a natural and easy approach to the development of the idea of U. & O. insurance in the mind of the prospective buyer.

It is presumed that the salesman before going in to make a U. & O. presentation has made some study of the plant and the business. Recently a sale was easily made when it was discovered that a plant had orders on hand to keep it busy for two years. That in itself was an ideal foundation for a

U. & O. sale. By keeping this uppermost in the prospect's mind, any sales resistance on other points was minimized. Business men, trade journals and even daily newspapers are sources for this information. A study of plant operations nearly always discloses that in one, two or three places will be operating funnels or bottle necks. Through these processes or places must at one time pass all output. They are key locations or key processes. An interruption at any of these points means total business interruption. The pattern room, the power plant suggest themselves immediately. Study of an individual plant will often provide striking examples peculiar to that plant alone. Salesman of the U. & O. line frequently find that they overcome sales resistance on many points by a constant reiterating of the danger of business interruption should fire attack one of these strategic points.

Few Visualize Possible Extent of U. & O. Loss

Few business men have clearly visualized the extent of loss which would be covered by a U. & O. contract. It is common to find that the U. & O. values amount to 30 percent to 40 percent of the property values of the business. Then the rate is presented as attractively as possible at figures sometimes as low as 60 percent of the fire rate. It is on the cost, as usual, that most of the sales resistance centers. In answering the cost argument, the experienced salesman has many convincing arguments.

A favorite method of meeting cost objection is to relate the U. & O. cost to the total expense of the business. This expense will always be much less than 1 percent. Or the total cost will be related to the profits of the business and the manager urged to guarantee his profits by expending a small portion of them for that purpose. All insurance selling consists in bringing before the buyer a convincing picture of the future in the event loss occurs. The

salesman finds it effective to picture the manager before the board of directors after a fire proudly explaining the U. & O. coverage, or, on the contrary, forced to admit, at the questioning of some director familiar with the line, that the plant might have avoided its earning losses, continued its dividends and sometimes continued in operation instead of discontinuing, had U. & O. been purchased. One salesman of the line couples this latter idea directly to the manager's salary. He tells the manager that he is really insuring both directly and indirectly his own salary. He points out the direct relation in the inclusion of the manager's salary in the coverage and the indirect relation by picturing the danger of the plant going entirely out of business in the event that earnings are not protected.

Basis of Argument Is as to the Earnings

A constant reminder that use and occupancy insurance goes directly to the purpose of all business, which is to provide earnings, usually proves effective. Without earnings there certainly can be no dividends. Dividends mean satisfied stockholders and directors. No dividends mean disturbance and sometimes dismissal.

The personal injury analogy may also be used. One who is injured in an accident not only has no earnings but has additional expenses. U. & O. is the expense reimbursement contract.

There is now a special argument which will appeal to many business men. They have gone through several years of terrific struggle to keep going, to keep their organizations intact, to reap a harvest when prosperous days return. As they begin to see this return of more prosperous days, the fear of losing their reward mounts. Moreover, the long drain may have destroyed or almost depleted any reserves set up so that a fire loss which covered property damage only would leave the business in a precarious position, necessitating heavy



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REINSURANCE FIRE AND ALLIED LINES

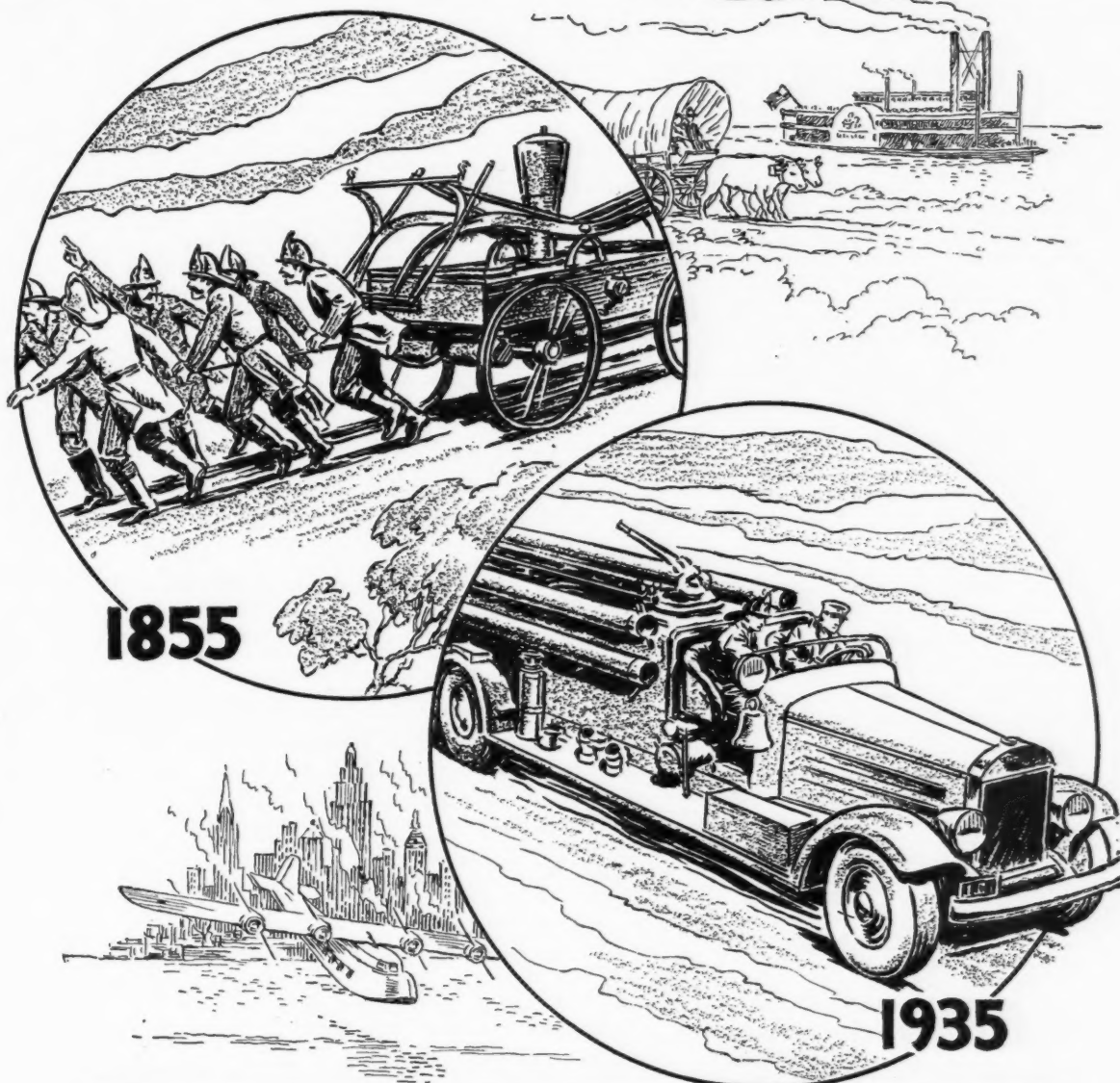
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EIGHTY YEARS FAITHFUL PERFORMANCE



1855

1935

PROGRESS OF AMERICA

Paralleling the vast increase in fire insurance, since the Firemen's Insurance Company was founded in 1855 by a group of Newark volunteer firemen, is the spectacular change in fire fighting from man drawn, hand pumps to high speed motor apparatus.

Keeping pace with the progress of America, the Firemen's Insurance Company, thanks to the loyal support of its agents and policyholders, has become a great insurance institution with a proud record of EIGHTY YEARS OF FAITHFUL PERFORMANCE

LOYALTY GROUP

Firemen's Insurance Company of Newark, N.J.
The Girard Fire & Marine Insurance Co.
The Mechanics Insurance Co. of Philadelphia
Superior Fire Insurance Company
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WESTERN DEPARTMENT

944 RUSH STREET, CHICAGO, ILLINOIS

CANADIAN DEPARTMENT

401 BAY STREET, TORONTO, CANADA

ORGANIZED

1855

1853

1854

1871

1874

EASTERN DEPARTMENT

10 Park Place
Newark, New Jersey

Milwaukee Mechanics' Insurance Company
National-Ben Franklin Fire Insurance Co.
The Concordia Fire Insurance Co. of Milwaukee
The Capital Fire Insurance Company
Commercial Casualty Insurance Company

ORGANIZED

1852

1866

1870

1886

1909

PACIFIC DEPARTMENT

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917 COMMERCE STREET, DALLAS, TEXAS

loans. Where loans are already in effect, the argument is even more potent. With earnings and profits in sight, the manager would be particularly subject to criticism who permitted lack of a small expenditure for U. & O. to jeopardize the existence of the business.

Should Educate Bankers as to Use & Occupancy

One company has urged its agents and special agents to educate local bankers to the real meaning of U. & O. insurance. Many bankers do not understand its significance, its protective value to a business, and particularly its relation to commercial loans. These latter depend upon earnings to keep them sound and very frequently a banker finds it impossible to lend for future operations after a fire because of the severity of the loss. U. & O. coverage may not only save a commercial customer for the bank but also an industry for the town or city. Sometimes a banker in a small town will find the latter appeal very compelling particularly in connection with one or two leading industries of the community. A special agent who has called upon bankers to talk to them about use and occupancy and sometimes to get prospects and leads finds that it is effective to start talking to the banker about rent insurance for protection of estates in

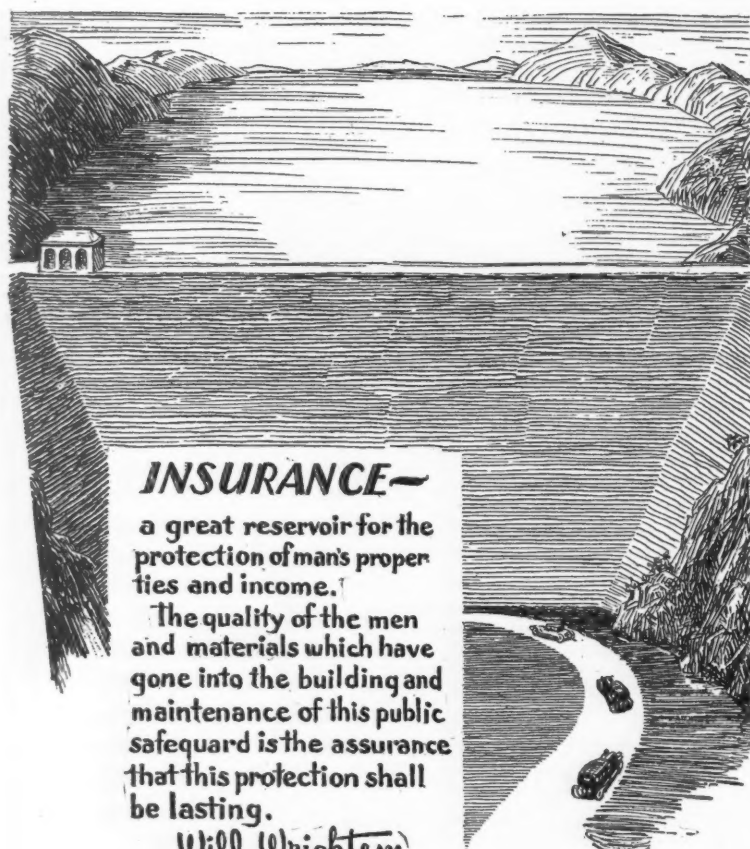
the bank's control. The banker probably does understand something about rent insurance and may have protected the earnings of the estates in control of the bank by such and the analogy may then be made to the protection of earnings of a business.

In smaller cities and towns where the industry is vital to the community, special agents have enlisted the aid of mayors and chambers of commerce in promoting U. & O. coverage. They have pictured the consequence of fire causing permanent suspension of operations.

U. & O. Not Good Line for First Approach

One note of warning is sounded. U. & O. insurance is not the best line for making a first sale to an assured. Probably of all the forms written by fire insurance men, it calls for an exposure of every phase of a man's business. Therefore, the manager or owner is likely to be hesitant about talking over his business affairs with that freedom necessary for completing U. & O. coverage, when he is approached by a stranger or by one in whom he does not have full confidence. To make a success of U. & O. soliciting, certainly a desirable factor is an established confidential and good faith relationship between the

(CONTINUED ON PAGE 28)



INSURANCE—
a great reservoir for the protection of man's properties and income.
The quality of the men and materials which have gone into the building and maintenance of this public safeguard is the assurance that this protection shall be lasting.

Will Wrightem
Field Correspondent



THE YORKSHIRE
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FIRE & MARINE AND THE

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90 JOHN STREET
NEW YORK CITY

Scientific Tests Used by Laboratories Are Described

EXPLAIN USE OF MICROSCOPE

Fire and Marine Company Representatives Attend Lecture on Salvage and Reclamation

HOBOKEN, N. J., Dec. 18.—The uses of the microscope and photo-micrographs in determining damage, deterioration, adulteration, or defects in materials were outlined at the second of a series of lectures on salvage and reclamation at the United States Testing Company's laboratories here. About 70 fire and marine company representatives attended.

F. A. Mennerich, the company's microscopist, showed how magnifications of the cross-sections of wool, linen, cotton, and the various forms of artificial silks made their identification relatively easy, even though such identification might be impossible by chemical means.

Shows Damage

Mr. Mennerich also demonstrated how the microscope can show how the damage to a substance, such as a piece of cloth, was caused, whether from fire, abrasion, acid or burning. Damage to rope fibres, for example, is determined by the amount of light which a cross-section reflects, the reflection of deteriorated fibres being much less than that of sound fibres.

He told of the use of polarized light in identifying various substances which under ordinary light appear undistinguishable from certain others.

Whether a material has been damaged by salt water is determined by microscopic observation of the salt crystals.

Overrules O'Malley's Motion for Refund of Rate Case Fees

Circuit Judge Sevier of Jefferson City, Mo., has overruled the motion of Insurance Commissioner O'Malley of that state to require refunding of fees paid to custodians, counsel and others in handling excess premiums collected in the fire rate litigation under the jurisdiction of the state court.

The motion charged that money was paid indiscriminately to various persons and that practically no service had been rendered. Judge Sevier stated in his decision that he is familiar with the facts and that the taking of evidence would be a waste of time.

Among those against whom Mr. O'Malley's action was directed were Guy M. Sone, clerk of the Cole county circuit court; Speed Mosby, Jefferson City lawyer; L. H. Cook and H. P. Lauf, custodians for the court.

The time for filing a motion for rehearing before Judge Sevier in connection with the judgment entered against the companies of \$1,073,117 under the old 10 percent rate reduction case, has now expired. It is expected the companies will proceed to pay that sum over to the custodian to be distributed to policyholders if they can be located.

Aetna Life Prize Winner

The Aetna Life has been awarded first prize in insurance group of floats in the recent Connecticut tercentenary parade in Hartford. That float attracted considerable attention. It featured Mark Twain.

Company Notes

The American General of Houston has voted its 28th consecutive quarterly dividend.

The Federal of New Jersey has declared a semi-annual dividend of \$1 per share.

The Austin Agency has joined the Cleveland Board as a Class I member. Principals are O. A. Austin and his son A. O. Jr.

Claude Dearth of the North End Agency, Wichita, has been appointed to supervise the business census for the Wichita district.

"Jim" Dunne of the "Index" Puts on Fighting Uniform

James E. Dunne of Chicago, publisher of the "Insurance Index," has issued a statement regarding his publication, as follows:

"Malicious rumors are being spread through the insurance fraternity by those with an ulterior purpose as to the future of 'Insurance Index' and 'Dunne's Insurance Reports,' based on a libel suit directed solely against the 'Insurance Index' and two of the members of its staff, but upon which no damages as yet have been awarded. Until now, we have been silent on the false reports, preferring to try law suits in the courts instead of through the press. We do not wish even now to dignify such slander by making a reality of it.

"For the benefit of those who may be 'alarmed' or interested in our private affairs, we will say that the suit is one of our lesser problems. Silence and patience on the part of the editorial staff of the 'Insurance Index' should not be misconstrued as cowardice. More than likely, it is the 'lull before the storm,' and those who are not making the wish father to the thought would do well and not chuckle too quickly. There may be a day of accounting for all concerned.

"Those held responsible for the editorial policy of the 'Insurance Index' in the past have their feet on the ground, and the future will bear out this statement. Many a home run has been driven in when two men were out, and the player at bat had two strikes on him."

DUNNE FREED IN COURT

J. E. Dunne, president of the "Insurance Index" of Chicago, who was indicted by the Cook county grand jury for conspiracy to commit assault on Attorney F. X. Brickley of Chicago, has been freed by a directed verdict in Judge Harrington's criminal court. It seems that Attorney Brickley representing other interests in the "Insurance Index" attempted to wrest control from President Dunne. Later Attorney Brickley was assaulted on a street in Chicago and he charged that Mr. Dunne had employed H. J. Hargreaves to commit the assault. The court held that the state failed to show Mr. Dunne had entered into any conspiracy.

Miscellaneous Notes

The Commercial Insurance Agency Company, Cincinnati, has been incorporated with \$5,000 capital by F. A. Hoover, A. D. Blackwell and Julius Holberg. Messrs. Hoover and Holberg are attorneys.

The St. Joseph Insurance Agency, St. Joseph, Mo., has been incorporated by A. L. Guitier, E. C. Hargrove and Gladys A. Plato.

The Commercial Agency, 6 East Fourth street, Cincinnati, has been incorporated by Julius Holberg, F. A. Hoover and A. D. Blackwell.

Eugene R. Buss, head of the Buss agency in Cincinnati, has been confined to his home for several weeks by an attack of erysipelas of the leg.

FIELD POSITION WANTED

Aggressive Fire and Casualty special with eight years field experience desires field position in Wisconsin or one of the mid-west states. Excellent agency connections which will result in immediate production. Very good references. Now employed.

ADDRESS C-66, NATIONAL UNDERWRITER

RE-WEAVING

AT LOWEST PRICES

Moth Holes, Burns, Tears, and Damages of All Kinds Re-woven Perfectly—Work Guaranteed

LADIES GARMENTS, SILKS AND LINENS INCLUDED
Specializing in Insurance Losses

No Mending Before Weaving No Patching After

All Re-Weaving done by hand as perfectly as when the cloth comes from the Mill. Send Garments for Estimate.
FRANKLIN-TAYLOR WEAVING CO.
230 S. Wells St., Dept. C, Chicago, Ill.

Show Folly of Neglecting to Insure School Buildings

NEW YORK, Dec. 18.—Many of the public school buildings erected in the large cities during the past decade are of standard fireproof construction; still others rank as semi-fireproof, while a lesser number grade as being but partially fireproof. The main difference between the first two classifications is that the semi-fireproof structures have wooden roofs; the third grade buildings, on the other hand, while providing metal doors and fire escapes, which might hold a fire in check sufficiently long to permit escape, could by no means be relied upon to offer a serious barrier to the complete burning of the property.

Aroused by the loss of 176 lives in the burning of the Collingwood, O., school a number of years ago, and the destruction of other school buildings elsewhere, each with a number of fatalities, public sentiment demanded that school structures be safeguarded as far as possible against the fire menace. In many communities, this has been done. However, there are thousands of school buildings where the fire hazard is ever present, evidence of which is afforded by the burning of five such properties on the average for each day of the year. A survey of school buildings sometime ago asserted that 60 percent were found to be fire traps.

Basement Ceilings Vital

Lack of fire resistive ceilings in basements where a large percentage of school fires originate, either through the careless tossing of lighted matches, sparks from cigars or cigarettes, or more frequently from spontaneous combustion developed in rubbish accumulations, is one of the most frequent shortcomings found in many school buildings. Flames starting in basements surge upward through ventilating and heating flues and fanned through long and often unprotected hallways, soon envelop the entire building, resulting in its complete destruction. That this is not accompanied with the loss of life more frequently is the fact that many school fires occur at night.

A few of the public school buildings destroyed by fire within the recent years, and their property value is recorded below and will doubtless be readily recalled by underwriters, for upon each the insurance companies paid substantial sums.

Property	Loss	Date of Fire
Fairfield, Cal....	\$124,826	Dec. 8, 1929
Oakland, Cal....	377,270	Jan. 1, 1930
Tranquillity, Cal.	100,494	Nov. 7, 1929
New Brit., Conn.	73,754	Jan. 5, 1928
Millville, Fla....	51,840	Jan. 1, 1930
Connersville, Ind.	102,385	Oct. 2, 1931
Cedar Rapids, Ia.	120,121	Jan. 28, 1929
Charles City, Ia.	107,024	Mar. 25, 1931
Bath, Me.....	158,003	May 24, 1928
Cumberland, Md.	133,188	Mar. 11, 1932
Fall River, Mass.	99,000	Mar. 28, 1934
Lynn, Mass.....	288,712	Mar. 24, 1927
Worcester, Mass.	395,333	April 22, 1931
St. Louis, Mich..	78,251	Feb. 20, 1932
Missoula, Mont..	226,010	Sept. 15, 1931
Sucorro, N. M....	104,290	
Watkins Glen, N. Y.	285,000	July 5, 1928
Ticonderoga, N. Y.	191,410	Jan. 14, 1929
Sudan, Tex.....	103,805	Mar. 9, 1933
Abington, Mass.	80,000	Jan. 24, 1930
San Francisco...	180,348	Dec. 18, 1934
Placentia, Cal.	100,000	Aug. 18, 1934
Kansas City, Mo.	200,000	Oct., 1934

In addition scores of school buildings burned with losses in excess of \$50,000. The list quoted should suffice to reveal that school properties not only burn with great frequency, but entail a heavy loss which were they uninsured would impose a severe burden upon the taxpayers.

The mistake of communities attempt-

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ing to carry their own insurance is revealed in the plight in which the authorities of Fitchburg, Mass., now find themselves as a result of the destruction of the high school building, upon which not a dollar of insurance was carried. In contrast is Abington, a short distance away, which when the high school burned collected every dollar of the loss from insurance offices.

San Francisco was one of the cities that for a season did not insure its school buildings. When some years ago it began renovating the structures with a view to their modernization, the board was prevailed upon to carry insurance. Within a short period two of the buildings were destroyed by fire, entailing a total loss of approximately \$250,000, all of which was borne by the insurance carriers.

Philadelphia is the most recent large center that has adopted the program of insuring its school properties, having

directed the placing of \$40,000,000 coverage on the numerous buildings under direction of the board of education, the indemnity being written for a three-year term.

Kansas City Agents Elect

KANSAS CITY, MO., Dec. 18.—The Insurance Agents' association elected Henry B. Shea, Shea & McCord agency, president; David B. Childs, vice-president, and F. V. Griffith, treasurer. Elected to the executive committee were O. B. Simmons, H. G. Rumberger, and R. J. Pierson and Mr. Childs. Robert Mann carries over.

No Ohio Recodification

Recodification or revision of the Ohio insurance laws will be undertaken at the mid-winter meeting of the Ohio State Bar Association, which will be held at Toledo Jan. 17-18. It is expected that representatives of about 200 insurance companies will take part in the deliberations. Recent attempts to revise the insurance laws of the state have resulted in failure.

Insurance of Bicycles

Sometimes the very apparent business is overlooked. A friend of THE

NATIONAL UNDERWRITER writes stating that he had parked his car on a street in Madison, Ind., when a youngster came by on a bicycle that was new. He leaned it against the curb and asked the motorist to watch it until he came out. The motorist, having a wet eye for business, told the boy that he should not be riding such a fine bicycle unless he had it insured.

Improved Fire Defense Plan

Louisville Is Engaged in Carrying Out a Comprehensive Program to Cut Down Losses

The National Fire Protection Association states that Louisville is engaged in carrying out a comprehensive program of improved fire defense. It is being projected with assistance of an advisory committee of citizens appointed by the mayor which is headed by G. H. Parker, manager Kentucky Actuarial Bureau. Initial steps in the establishment of a fire prevention bureau in the fire department have been taken with the assignment of a chief inspector, who has received special training, and two assistants.

SPRINGFIELD SPOTLIGHTS

for
1935

Because we cannot do it individually, we take this opportunity of wishing for all local representatives, a peaceful Christmas and a prosperous New Year.

The "Springfield Group"



THE SPRINGFIELD GROUP OF FIRE INSURANCE COMPANIES

SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY

Chartered 1849

Cash Capital, \$5,000,000.00

SPRINGFIELD, MASSACHUSETTS

GEORGE G. BULKLEY, President

Harding & Linsinger, Mgrs., Chicago. John C. Dornin, Mgr., San Francisco. W. E. Pindley, Mgr., Montreal

CONSTITUTION DEPARTMENT, Springfield, Massachusetts

SENTINEL FIRE INSURANCE COMPANY, Springfield, Massachusetts

MICHIGAN FIRE & MARINE INSURANCE COMPANY, Detroit, Michigan

NEW ENGLAND FIRE INSURANCE COMPANY, Pittsfield, Massachusetts



NATIONAL UNION FIRE INSURANCE COMPANY Pittsburgh, Pa.

"The way we do things,
not just the way we
say things, is always
the measure of our
sincerity."

—Anon.

A
Good
Agency
Company

Contingent Commission Basis Seen as Having Difficulties

(CONTINUED FROM PAGE 1)

well show an underwriting loss because concentration of losses in a few places far overshadows the good records of a great majority of agents.

Year after year, a company might be called upon to pay out contingent commissions on the theory that it was getting a better selection of business in a territory, and promoting a lower loss ratio when as a matter of record, it would be having a constantly higher loss ratio. And as any experienced agent, special agent or home office official well knows, it is many times impossible to account for the vagaries of the loss ratio in an individual town or in an individual agency, or the loss ratio for one company in one agency or one town. Universal application then means a higher acquisition cost without any certainty or even probability that a company's loss ratio will benefit.

Poorer Risks Go Somewhere

It may be taken for granted that the poorer risks will go somewhere. A rigid, logical outcome of contingent commissions would lead to chaos in the insurance business because much property would find no insurance carrier. It is absurd to expect that such a condition will exist with a chance that some agencies might make a specialty of writing at the flat rates and taking the rejected risks. And then would arise the old problem of the property owner who insists that a little bitter be taken with the sweet. The position of the contingent-hopeful agent would be that he would take as little of the poor property as possible.

So far no mention has been made of the unwieldy and expensive auditing and checking system which would be necessary to determine the contingent by agencies. And would agents want to disclose their exact agency set-up as to disposition of business? If it were left to each individual company, one need not accuse company officials of being dishonest to say that it would be very easy to forget about a few losses in any certain agency. Is it not stated today that contingent commissions being paid are recognized as a convenient plan for paying more commissions?

If contingent commissions were to be paid on the basis of agencies, would it not almost necessitate an agreement on the part of the agent to maintain his present staff of companies, admitting no new ones without consent? Then is reinsurance to be considered? If so, will agents be content to have no voice about reinsurance decisions?

Special Service Allowance

How far should a company charge against the agency any special services which might have been given? Would an agent be satisfied at the end of the year to discover that the losses in one company prevented all other companies in the agency from paying a contingent, thus seeing probably 95 percent of that year's business go to the companies at the flat low rate, presumably paid for soliciting and offering business only and with nothing whatever for the exercise of underwriting ability? Would premiums be considered on the earned basis only?

There is general agreement that contingent commissions might be made to operate if the arrangement could be reciprocal between companies and agents so that the companies would also be guaranteed a "contingent" or an underwriting profit.

Questions on Contingent Plan

Here are some of the questions which arise about contingent commissions and which focus attention on its principal problems:

1. If contingent commissions are applied universally, can that be done without increasing total acquisition cost? Will the public agree to that?
2. If application of contingent com-

INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business Dec. 16, 1935

	Par	Share	Bid	Asked
Aetna Cas.	10	2.50*	110	115
Aetna Fire	10	1.60	58	60
Aetna Life	10	.60	34	36
Agricultural	25	3.00	80	83
Amer. Alliance..	10	1.00	28	30
Amer. Equitable.	5	1.00	31	33
American (N. J.)	2.50	.50	15	16 1/2
Amer. Reins.	10	2.50	64	66
Amer. Reserve..	10	1.00	31	33
Amer. Surety	25	1.00	54	56
Automobile	10	1.00	42	44
Baltimore Amer.	2.50	.10	8 1/4	9 1/4
Boston	100	16.00	700	725
Camden Fire	5	1.00	23 1/2	24 1/2
Central Surety..	20	.50	30	32
City of N. Y.				
Ins. (new)	10	1.00	28	30
Contl. Assur.	10	2.00	43	45
Contl. Casualty.	5	.60	24	25 1/2
Continental	2.50	1.20	43	45
Cum & For. Com.	10	.50	32	34
Cum & For. 8%				
Excess	100	8.00	115	118
Fidelity & Dep..	20	1.00	82	84
Fidel. & Guar. F.	10	.50	42	44
Fidelity-Phen. ..	2.50	1.20	44	45 1/2
Fire Assn.	10	2.50*	81	83
Fireman's Fund.	25	3.00	100	102
Fireman's F. Ind.	10	...	33	35
Fireman's (N. J.)	5	...	12 1/2	13 1/2
Franklin	5	1.20*	31	33
Glens Falls	5	1.60	39	41
Gl. & Rut. (com.)	25	...	42	45
Gt. Amer. Ins.	5	1.00	29	31
Gt. Amer. Ind.	1	.15	9	...
Halifax	10	.90	20	22 1/2
Hanover Fire	10	1.60	40 1/2	42
Hartford Fire	10	2.50*	84	86
Home Fire & M.	10	2.00	46	48 1/2
Home (N. Y.)	5	1.20*	38 1/2	40
Ins. Co. of N. A.	10	2.50*	75	77
Maryland Cas.,				
com.	1	...	3 1/2	4
Merch. F. Assur.	2.50	1.00	53	56
Monarch Fire	4	...	5 1/2	6 1/2
Natl. Cas.	10	.40	17	18 1/2
Natl. Fire	10	2.00	77	79
Natl. Liberty	2	.30*	10	11
Natl. Union F.	20	2.50*	148	152
New Am. Cas.	2	...	11	13
New Brunswick F.	10	1.30*	35	37
New Hamp. F.	10	1.60	48 1/2	51
New York F.	5	.30*	21	23
Northern (N. Y.)	12.50	4.00*	110	112
North River	2.50	.35*	27 1/2	29
Northw. Natl. C.	2.50	.10	7	9
Northw. Natl. L.	5.00	...	12 1/2	14
Ohio Cas.	50	4.00	75	85
Pacific Fire	25	3.50*	127	130
Pacific Mutual..	1.00	...	15	16
Phoenix	10	2.50*	96	98
Prov. Wash.	10	1.10*	41	43
Security	10	1.40	40	42
Southern Fire	10	1.00	25	27
Sprgfd. F. & M.	25	4.50	140	142
St. Paul F. & M.	25	7.50*	197	202
Standard Accl.	10	...	7	10
Travelers	100	16.00	635	650
U. S. F. & G.	2	...	14	15
U. S. Fire	4	1.70*	55 1/2	57 1/2
Westchester Fire	2.50	1.40*	36 1/2	38 1/2

*Includes extra.

missions is not to be universal, upon what basis are agents to be selected?

3. Can any evidence based on results be produced to prove benefits of contingent commissions to public or companies?

4. What shall be the relation of company and agent on reinsurance?

5. If the agents contingent is guaranteed, can any plan be devised to guarantee an underwriting profit by company or territory?

To Arrange for Commissioners

ST. PAUL, Dec. 18.—Soon after the first of the year steps will be taken to arrange for the annual meeting of the National Association of Insurance Commissioners in St. Paul in June. Various committees will be named to manage the event. Experience will not be lacking along this line as several former Minnesota commissioners now reside in the Twin Cities and are thoroughly familiar with the needs of the convention. These include Garfield W. Brown, former president of the association; George W. Wells, long a member, and John A. Hartigan who has attended several of the national meetings. It is expected that they will assist Commissioner Frank Yetka in handling the details of the gathering.

● Say Merry Christmas with a National Underwriter subscription—Use the enclosed card! Mail it right now!

Truck Pool Plan Is Way to Save Line

(CONTINUED FROM PAGE 1)

which issue fire and theft insurance on trucks.

Efforts to secure cooperation from the three underwriting groups with the thought of outlining a program for compelling greater care in operation of trucks have been made from time to time without tangible result. Each division of insurance seemingly was fearful that the others might gain some advantage. If cooperation could be obtained, it would be comparatively easy for the joint underwriting interests to approach the truck and trailer manufacturers and compel their adoption of safety devices which experience demonstrates are necessary.

Many Causes of Loss

One of the most frequent causes of truck accidents in times past has been the proneness of drivers to fall asleep while traveling late at night over long distances on almost deserted roads. Trucks would be ditched and frequently burned under these conditions. Another common loss cause has been upsetting of trailers when rounding road bends and short circuiting of ignition and light wires. Poor brakes have caused many losses. Another hazard which has been increasingly serious, is the practice of large trucking concerns in addition to furnishing their own fuel stations, of equipping trucks with extra fuel tanks. In the event of a road mishap the additional gas scattered about both truck and contents makes a fire almost inevitable.

The suggestion has been advanced to truck and trailer manufacturers that they improve the trucks so mechanical and operating hazards may be eliminated as far as possible, and subject to approval by the Underwriters Laboratories. To these very sensible proposals manufacturers thus far have been indifferent. Definite action, however, could be secured if insurance interests would make united demand for their adoption, and would stipulate that only trucks or trailers so equipped and operated would be insured, save at prohibitive rates.

Hijacking Another Hazard

Hijacking is a source of loss to which the inland marine underwriters are especially subjected and which they are constantly endeavoring to minimize.

If insurance interests are unwilling to form a pool, it is pointed out, they could meet on the common ground of insisting upon additional highway safety regulations, assured that they would have the strong support of federal authorities.

Van Sweringens Insurance Minded

NEW YORK, Dec. 18.—The death last week of M. J. Van Sweringen of Cleveland, who with his older brother, O. P., controlled a number of western railway systems as well as other large business propositions, recalls that the brothers were firm believers in insurance, each carrying a considerable amount of life insurance, and keeping well insured against fire loss the properties under their administration. The railways handled by the Van Sweringens interests, which embrace the Chesapeake & Ohio, Pere Marquette, Erie and New York, Chicago & St. Louis (Nickel Plate) systems, are insured in a Pennsylvania mutual and in large part through the Railroad Insurance Association, the schedules of each covering rolling stock, stations, warehouses and shops.

Michigan Millers Action

The Michigan Millers Mutual has taken action whereby its policies are now non-assessable. This was brought about by new articles of association and new by-laws. These non-assessable policies will be issued in all states where they are permitted by law.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

OBSERVE 1835 CONFLAGRATION

The 100th anniversary of the conflagration in New York City which destroyed over 600 buildings with \$16,000,000 loss, is being observed in New York this week. Fire destroyed the business section around Hanover Square, Pearl and Wall streets. In this week's issue Crum & Forster are running an advertisement featuring the fact that its companies, the North River and the United States Fire, were two of the three New York City companies which survived the financial stress of paying the huge losses incurred in the fire.

* * *

PREVENTION WEEK COMMITTEE

T. Alfred Fleming of the National Board, chairman of the international committee for Fire Prevention Week activities, called a meeting of the judges for 1935 in New York City this week to review the results of a number of cities in the United States, Canada, Alaska and Hawaii. Aside from Mr. Fleming the committee is composed of Paul B. Sommers, president of the American of Newark, who is also vice-president of the National Board; George W. Elliott, general secretary Philadelphia chamber of commerce, and first vice-president National Fire Protection Association, and Frank Charlesworth, chief of the Providence fire department who represents the International Association of Fire Chiefs.

* * *

DINNER FOR WHITE & CAMBY

The officers and staff of the White & Camby agency of New York City were feted at a dinner given by the Fidelity & Guaranty Fire. White & Camby were just recently appointed metropolitan agents of the F. & G. Fire. President Frank A. Gantert of the F. & G. welcomed the guests and E. I. White, president of the agency, responded.

Those from the head office of the Fidelity & Guaranty Fire included H. F. Ogden, vice-president; F. A. Doyle, secretary; Herman Badenhop, Jr., general adjuster; J. H. Kirker, treasurer, and C. B. Gamble, assistant secretary. The New York staff also attended as well as New York officials of the U. S. F. & G.

* * *

PAUL SIMON REELECTED

Paul Simon was reelected president of the General Brokers Association of the Metropolitan District at the annual meeting in New York. George F. Sullivan is first vice-president; S. N. Schwartz, second vice-president; W. J. McLaren, fourth vice-president; J. A. Cohen, fifth vice-president; Abraham Prusoff, treasurer.

Those elected to the executive committee are: Harry Broadman, R. M. Ferguson, Nathan Greenbaum, J. F. Nubel, Joseph Wank and H. K. Weiss.

* * *

INSURANCE JOURNALISTS' NIGHT

Dedicated to the insurance journalists, the December meeting in Newark of New York City Blue Goose stressed the journalism motif in its dinner program. A. W. Duffield, chief of the speakers bureau, New York "Times," told of the various steps by which a metropolitan daily paper reaches its readers. M. H. Hawley of radio station WOR described the work of the newsreel camera men. Lieut. George Warwick, cartoonist, entertained with some deft caricatures of those present.

T. B. Donaldson of the Eagle Fire of New Jersey presented Clarence Axman's past most loyal gander button to Paul Troth, assistant editor, "Eastern Underwriter," in the absence of Mr. Axman, who is editor of that paper.

A number of new members were initiated. G. H. Holden, chairman of the insurance committee, outlined the life

insurance coverage offered by the Old Line Life of Milwaukee in replacement of the former modified life cover written by the Lincoln National Life.

* * *

BENNETT FILES BRIEF

In support of the theory that the insurance agent is an independent contractor, and that the solicitor or sub-agent is an independent sub-contractor, and neither comes within the purview of the social security act, Secretary W. H. Bennett of the National Association of Insurance Agents has filed a voluminous brief with the Social Security Board and the Bureau of Internal Revenue at Washington.

He cites a long line of federal and state court decisions which have held that the relationship between company and agent is not that of employer and employee, or master and servant, pointing out that both agents and solicitors are compensated on a commission basis, receiving no salary or wages, their entire remuneration depending on the sale and servicing of insurance protection and collecting premiums from assured.

An insurance company, he explains, does not pay or transmit any remuneration to an insurance agent, but the agent deducts his agreed commission from the premiums he has collected, and transmits the remainder to the company.

"So that there may be no misunderstanding of the issue here discussed," he says, "no point is made with reference to the relationship of an insurance agent and the clerical help he employs in the operation of his own office. Unquestionably he is an employer of labor in respect to all office help employed on a salary basis and these persons are his employees."

* * *

N. Y. AT LAST FALLS IN LINE

After months of consideration, the New York Fire Insurance Exchange has at last adopted rules, forms and rates for multiple location risk contracts and floaters. These are just about the same as those of the Interstate Underwriters Board. The rules are effective as of Dec. 11. An office rule applicable to forms A and B, similar to the office rule of the I. U. B. itself, was approved, providing there must be values at each of two locations to justify limits of liability of not less than approximately 10 percent of the total provisional insurance.

Failing to obtain an 80 percent vote, the proposal to employ outside counsel during 1936 to enforce commission rules of the exchange was referred back to the joint committee. The proposal was supported by only a 62 percent vote.

W. J. Reynolds spoke forcefully against the proposed measure. He said there will always be complaints of payment of excess commission but that the exchange has managed to exist without the aid of outside counsel. He said the examining bureau and arbitration committee had done excellent work in cleaning up past evils. The outside counsel would know less about the business than members of the committee. He said wrangles might develop if the proposal were adopted and the existence of the exchange might be threatened.

Wilbur Crane spoke in behalf of the joint committee, saying he understood the excess commission situation is worse than ever before.

The arbitration committee announced it had reorganized with the election of G. F. Neiley of the Royal-Liverpool group as chairman and S. T. Skirrow, Great American, as vice-chairman.

* * *

LONDON ASSURANCE SURVEY

The London Assurance group following its business insurance survey in connection with the National Association of Credit Men has put out a portfolio giv-

ing analyses of the research. The aim is to convince buyers of the value of local agency service. The survey is intended to show policyholders that it is to their benefit to use one agency and that they should have a survey and audit made of their insurance hazards and protection.

An analysis shows that firms using several agents have approximately the same insurance coverage as those entrusting all their insurance to one agent. However, the interesting feature has developed that those having one agent pay nearly 20 percent less for similar coverage.

The study also showed that wholesalers and manufacturers that have had surveys made of their insurance needs are 20 percent better covered than those who have not had this done. Furthermore those who have had surveys pay 29 percent less for their insurance. Another fact brought out is that 10 percent of the fire and casualty insurance

written for those brought in the survey and written for the group using one agent is in mutuals. The multiple agent group has 17 percent in mutuals. But the latter group with 70 percent more mutual insurance, the survey brings out, pays nearly 20 percent more for the same coverage. It is further shown in the portfolio that 13 percent of the insurance of the "surveyed" group is in mutuals and 17 percent of the insurance of the "not surveyed" group. The portfolio of the London Assurance concludes: "Of course a single mutual policy may cost less alone (in initial price, that is) but this study showed that those firms using mutuals the most pay more per year for their insurance. The answer is that those using large amounts of mutual coverage do not get the economical insurance advisory service that only good agents render."

L. O. Houghton, Detroit agent, has a new eight-pound boy, Richard L.

HAVE YOU SEEN. . . . ?

. . . the new booklet on bank financing of automobile purchases called "A Profitable Thought, Mr. Banker"? This plan will bring automobile premiums to your office in important volume.

Long ago we realized that automobile buyers get more satisfactory service if their automobile insurance is all written by their own local insurance agents. Study of the subject convinced us that buyers will get far better financing service by borrowing directly from their local banks. So we put the results of our discussion and study of automobile financing into a booklet for bankers. It gives a practical, profitable, eminently safe and sound way for commercial banks to write the individual automobile paper.

Set forth in this booklet, in a conversation between a typical agent and a typical commercial banker, is a message you should deliver personally to your banker. You and he will both profit from it. Send for your free copy today.

The
LONDON ASSURANCE

The
MANHATTAN

Fire and Marine Insurance Company

The
UNION FIRE

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99 John Street

New York

EDITORIAL COMMENT

Our Friends at Yuletide Season

At this particular season, those choice relationships—the ties that bind us to our friends are brought into bold relief. As we journey along at other times we take our friends very much for granted. We are not so emotionally moved when we contemplate the close associations. We are absorbed in the duties and demands of the day. Our own welfare is being studied.

But when this joyous season comes, the more sordid and selfish attributes are suppressed, our hearts glow with a truer affection, and with the lessons taught us by this festival, we treasure genuinely those whom we call our friends. They appeal to us in a new glory and finer radiance.

When again the holiday spirit has departed, the experiences of these mellowing days have warmed us and our friends take a nearer place in our holy of holies.

After all, Yuletide's most sublime gift is this rebaptism of fealty to friends, a

strengthening of that transcendent bond that draws us more closely to those who come within our radius and whom we cherish.

This is a time of friendliness, a day when we banish to a large extent, thoughts of our own well being and place gifts on the altar of others for whom we have affection and esteem.

They make a glorious company—Our Friends. We summon them to our fireside. We look at them with appreciation and with the eye of love. Here they are with us—the Friends of yesterday and today, the young and old, the near and far, those that still abide with us and those that have passed beyond the hills—they all are nearby. We see them as we love them best—buoyant, gay and happy. They have made life for us a magnificent adventure—a wonderful journey.

To your Friends and to our Friends, may the benign light of this Yuletide guide them all into pleasant places.

Consistency in Underwriting

AGENTS of fire and casualty companies appreciate after all consistency in underwriting policy. At times an agent may rejoice that his company has pulled out the throttle, become ultra liberal and meets all demands. The returns are only temporary. In due season he finds that the company has departed from the straight and narrow path, has wandered into strange ways and ultimately it is necessary to retreat.

It is impossible for any institution to ignore the voice of experience and succeed. After all there is a cost price and there are 100 cents in every dollar. When anyone tries to squeeze out more

than 100 cents or goes beyond the cost price in getting business, trouble will ensue. Those companies that in season and out, year after year, follow conscientiously, consistently and systematically a definite policy, changing only when conditions themselves actually change leave no doubt in the minds of agents as to what their course is. At times other companies doing things that are unorthodox or unwise may appeal for the moment to agents. The intelligent ones, however, recognize the safe and sound institution that is content to observe the economic and underwriting laws.

Value of Real Friends

INSURANCE salesmen realize the fact that their stock in trade is their capability of selling, their knowledge of the business, their efficiency in rendering service, yet best of all they must have

many friends and be able to hold them and interest them. Friends that believe in the salesman and place their confidence in him are the most important assets he possesses.

Policy of Give and Take

In all conferences for the benefit of insurance, in all efforts to make improvement and map out courses for progress there is need at all times for tolerance, sympathy and understanding. Many have a vision to see the ideal condition. All do not possess it. There are currents and counter currents of selfishness, malice and ambition to be taken into consideration. Public opinion has to be weighed. We cannot accomplish everything at once,

however desirable the proposed achievement may be. We walk step by step. In the effort to bring about change toward an improved state the policy of give and take has to be adopted. Most forward movements have been accomplished by compromise. A mistake is made when something is done that is too advanced which the people affected do not understand thoroughly and approve.

Sometimes a spirit of impatience is man-

ifested when all people interested in an enterprise do not agree with those who are in the forward ranks. Sometimes a feeling of discouragement is found where advancement seems almost nil. Yet after all there is an educational benefit in conference and discussion. Human characteristics have to be taken into account. Frequently the course is arduous and the goal seems far away. But when the inventory

is made and a look backward is taken, certainly progress can be recorded. Leaders should be courageous but not domineering. They should have a thorough understanding of those in the ranks. They must stand forever for principle and yet not be dismayed when they have not traveled as far along the road as they hoped. Stable progress is made slowly and laboriously.

Insurance Becomes More Wonderful

ANOTHER current indication that insurance may be veering to the looney side is found in the story that GRACE BRADLEY, a HOLLYWOOD movie actress, purchased insurance to cover her guests at a hayride and barn dance against accident or death for the sum of \$250,000, the premium being \$1,800. CAROLE LOMBARD is reported to have purchased similar insurance when she was host to a movie crowd in the FUN HOUSE at the VENICE pier.

Some 450 movie folks were carried in 20 trucks filled with hay at the GRACE BRADLEY party. The identity of the in-

surer is not disclosed in the newspaper story.

Party insurance comes on top of "bank nite" insurance and flour insurance. "Bank nite" insurance provides that a person whose name is drawn at the movie house will get the money to which he is entitled whether he is present to claim it or not. Flour insurance guarantees that a flour manufacturer, who guarantees that he will replace bad flour with good, will live up to his guarantee.

Insurance continues to be more wonderful.

PERSONAL SIDE OF BUSINESS

R. F. Massie, president of the Dominion Fire and Canadian manager of several other companies, who died in the Toronto General hospital four weeks after a serious operation, was buried with full military honors. He was Canadian manager for the Northwestern National, National Ben Franklin, Firemen's, and Metropolitan Casualty. He made a connection with the Confederation Life in 1893. In 1902 he joined the Canadian General Electric Company and in 1906 formed his connection with the Dominion Fire.

The Rand McNally "Bankers Monthly" is running a series of insurance articles, the first one being in the October issue. It is a contribution by Assistant Secretary Clarence T. Hubbard of the Automobile. The next one will appear in the January issue. During 1936, Rand-McNally state that they will have some insurance article in every issue.

An insight into some of the more charitable activities of the Blue Goose is revealed in an appeal sent to members of the Heart of America pond, Kansas City, by Wielder Otto A. Ramseyer.

It seems that for several years it has been the custom of the Heart of America pond to "adopt" several worthy and deserving families for the purpose of brightening their Christmas holidays with contributions from members of the pond. Any kind of contribution is acceptable: food, clothing, or cash. Last year the pond secured contributions amounting to \$207 which enabled it to provide for more than 27 families.

A special appeal has been sent to all members this year for the purpose of doubling the amount available for spreading Christmas cheer. Contributions are entirely voluntary and during the past several years hundreds of worthy families in dire straits have been

grateful for necessities provided by the pond.

Frank R. Bell of Charleston, W. Va., well known local agent and former president National Association of Insurance Agents, was in Chicago and Minneapolis this week.

George E. Hill, Citizens of Hartford special agent, marked the passing of 25 years' service when a group of friends and company officials gave him a dinner. A native of Manchester, N. H., formerly in the home office of the New Hampshire Fire and later with the Federal of New Jersey and the North River, Mr. Hill has covered New England, except Vermont, for the Citizens, since 1910.

Richard Koch, of the Harry A. Koch agency, Omaha, was married to Miss Virginia Schertz at Des Moines, Ia. Mr. Koch has been president of the Omaha junior chamber of commerce.

George Tilley, chairman of the board of the Pearl Assurance of London, arrived in New York City for a visit with the United States management. He is accompanied by his wife, two daughters, his son, Reginald, and the latter's wife.

Secretary G. H. Duxbury, in charge of the western department of the North British & Mercantile, has the sympathy of the fraternity in the death of his widowed mother, who died at her home in Teaneck, N. J.

A few days before Christmas, 1933, F. L. Henk, Henk-Garska agency, Grosse Pointe Park, a Detroit suburb, dropped into the building drug store and saw a miscellaneous collection of toys which was offered him for \$1. Mr. Henk bought them, giving them to neighborhood children. The following year he formed the Toy Club, whose motto is "Not a kid without a toy for

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Christmas." This year increased membership will make possible distribution to 1,500 youngsters.

Having represented the Westchester Fire for 50 years, the R. H. Gardner agency of Columbus, O., has been awarded the company's certificate of honor.

The business men and the Commercial Club of Rock Rapids, Ia., sponsored a beauty and personality contest early this month. There were 52 contestants. The first place was awarded to Miss Gracey McKisick, who is associated with the Prah Insurance Agency of her city. She therefore became "Miss Rock Rapids." There were six judges, three being from Canton, S. D., one from Centerville, S. D., one from Minneapolis and one from Kansas City. Miss McKisick was born and reared in Rock Rapids and received her education from the public schools graduating from the high school in 1934. For the last year she has been secretary to R. C. Prah, head of the agency. She is a young woman of many charms and is very popular in her social set.

C. Weston Bailey, chairman of the American of Newark, completed 59 years of service with the company, two days before his 74th birthday.

J. P. Lavelle, Scranton, Pa., agent, has virtually recovered from injuries suffered in an automobile accident. Early reports had Mr. Lavelle in a critical condition. Mr. Lavelle is chairman of the conference committee of the Pennsylvania Association of Insurance Agents which is negotiating with the Eastern Underwriters Association committee on the matter of a contingent commission for middle department agents.

E. M. Simpson, president of William A. Simpson & Son, Philadelphia's oldest agency, is 70 years old. Mr. Simpson, who is still active and at his desk every day, looks more like 60 than 70.

He was given a surprise birthday party by some of his old associates. Among those present at the dinner were John C. Stoddard and Harold C. Davis, New York Underwriters; Charles W. Kerr, president Farmers of York; Louis Wiederhold, manager Middle Department Rating Association; John W. Donahue, resident vice-president Maryland Casualty; Samuel P. and John Rodgers, vice-presidents State of Pennsylvania.

Mr. Simpson, who is completing a half century in the business, started his insurance career as a counter man with the old Spring Garden Fire in 1887. He remained there until 1898 when he went to Curtin & Brockie as vice-president. He left in 1916 to join his brothers and father in the old family business of William A. Simpson & Son. Started in 1861, this office now has the fourth generation, Mitchell Simpson, active in it.

Thomas E. Gallagher of the Union League Club of Chicago, former western manager of the Aetna Fire, who has been visiting his daughter, Mrs. W. A. Earls, wife of the well known local agent at Cincinnati, is confined to the Good Samaritan Hospital in that city with gland trouble. Mr. Gallagher suffered considerable pain and it seemed desirable to get him to the hospital where he could have expert treatment.

Conn W. Moose, former insurance director in Nebraska, has given up any idea of reinstatement by legal action or otherwise, and is now seeking a general life agency connection. Mr. Moose says that he has received a number of offers, but that none of them is generous enough in terms to induce him to sign up.

More than 100 friends and associates of Jay W. Stevens, chief of the National Board's fire prevention bureau, tendered him a dinner Dec. 12 at Portland, Ore., in recognition of the establishment of the Portland Fire Prevention Bureau 20 years ago that date.

ANSWERS

By J. C. O'Connor, Editor
National Underwriter's F. C. & S. Bulletins

Question—What is the supplemental contract?

Answer—The term is used variously in different jurisdictions to describe an endorsement which extends a fire insurance policy to cover a number of hazards. Except for the middle west, these contracts are restricted to residential properties. In territory under the surveillance of the Western Actuarial Bureau, the contract has recently been made applicable to many business risks. The middle western supplemental contract extends the fire policy to cover in one contract and for one premium windstorm, hail, explosion, riot, aircraft, self-propelled vehicles and smoke damage.

* * *

Question—Does a garage liability policy cover the owner while operating his own automobile for pleasure?

Answer—It does, provided the garage is owned by an individual. In case of a corporation or partnership, the liability of the garage is always covered, and the personal liability of officers, partners may be covered, but only for operation of automobiles owned by the garage—not for personally-owned automobiles. In some states the personal liability of officers for operation of garage-owned cars is required to be covered, in others this is done only if an additional premium is paid.

* * *

Question—What is meant by the "all-in-all-out rule" mentioned in connection with local boards and state associations of insurance agents?

Answer—Agents, to represent any company, must be members of the local board. If a company appoints a non-member, every member ceases writing business for that group until the company forces the non-member to join the local board. However, the agent does not have to join nor do the companies necessarily have to appoint board members as their agents. The "all-in-all-out rule" gets its name from the fact that all of a company's agents must either be in the board or out of the board.

* * *

Question—What important benefits does a mortgagee enjoy under the usual mortgage clause? What liabilities does he incur?

Answer—Benefits: (1) Loss is payable to the mortgagee, as his interest may appear. (2) The interest of the mortgagee (but not of the assured) is not affected by any act or neglect of the assured as regards the policy conditions, nor by the institution of foreclosure or other proceedings, nor by any change in title or ownership of the property, nor by any increase of hazard. (3) The company agrees to give the mortgagee ten days notice of cancellation of the policy.

Liabilities: The mortgagee agrees to pay the premium on demand, in case the assured fails to do so, but this liability has been restricted by several court decisions.

Get Your Best Producers Ready for 1936 Premiums

See that your best producers are equipped with The National Underwriter in 1936. A gift subscription will increase the recipient's volume of business. Events are happening fast in the insurance business today and it requires a live wire weekly to keep an insurance man up to date. The National Underwriter with its full staff of editors and reporters is in splendid position to give insurance men increased service during 1936. Use the enclosed card right now.

MAN OF PROPERTY

SO swiftly does the world move, that it is difficult to believe that hopelessness was once part of the lives of the great mass of humankind. Yet the years are few—scarcely more than the average span of life—since security became available to all men.

Life insurance brought about the change that makes it possible for every man who works for a wage, however modest, to become a man of property. It has replaced fear with hope, uncertainty with confidence.

John Hancock
MUTUAL
LIFE INSURANCE COMPANY
OF BOSTON, MASSACHUSETTS

Fire, Tornado, Automobile Insurance

THE LONDON & LANCASHIRE
INSURANCE COMPANY, LTD.

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INSURANCE COMPANY, LTD. (Fire Dept.)

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Hartford, Connecticut

W. W. GILMORE, Manager
Pacific Department
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Western Department
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For Over Fifty Years Good Friends of Local Agents

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Propose Self-Insurance Plan

County Commissioners at Milwaukee Consider Project Urged by Corporation Counsel

MILWAUKEE, Dec. 18.—Agents will have opportunity to present their side of the question involved in a proposal made to the county board of supervisors by Oliver O'Boyle, corporation counsel, that the board set up its own insurance funds to protect the county against all types of losses instead of paying insurance premiums for protection by private carriers. The finance committee is studying the proposal. Proponents of the self-insurance plan stated the county has \$100,000 insurance fund to cover fire losses, but the county park commission, airport and relief department clothing center carry separate policies which cost \$2,582. Fire loss in the last few years, except for a \$10,000 fire, have been negligible.

Frank Bittner, county auditor, reported the county pays \$22,678 a year for burglary, automobile, fire, aviation, tornado, medical and boiler insurance. The county spends \$2,445 annually to protect its medical staff at county institutions against malpractice suits, none of which have been started in several years. The county also pays \$7,223 a year for deputy sheriff's bonds.

Eugene Warnimont, chairman county board, charged commercial bonding companies with "collecting premiums on time from the county but forcing the county to go to the state supreme court before they pay even small bonds to cover county losses."

Missouri Department Acts on Bank Activities Hearing

JEFFERSON CITY, MO., Dec. 18.—Because of their failure to appear at a hearing conducted by the Missouri department in St. Louis to inquire into the insurance operations of banks and trust companies, the department has suspended licenses of J. T. Dodds, vice-president Mound City Trust Company, St. Louis, and Arthur Pierce, president Pine Lawn bank, Pine Lawn, St. Louis county, and also revoked the brokers licenses of B. Barhorst, president Lafayette National bank, St. Louis, and L. C. Miller, assistant cashier Mutual Bank & Trust Company, St. Louis. Messrs. Dodds and Pierce will be given a hearing to show cause why the suspension of their licenses should not be made permanent.

P. B. McHaney, department attorney, has asked Attorney General McKittrick to advise whether banks and trust companies have a legal right under their charters to act directly or indirectly as insurance agents or brokers. The hearing developed that while licenses were carried in the names of individuals connected with the bank or trust company, in many instances institutions obtained the commissions collected. The department has questioned the right of banks to share such commissions.

New Detroit Directory

A new Detroit telephone directory with an attractively redesigned cover has been published by THE NATIONAL UNDERWRITER giving a complete listing of insurance agencies, companies and executives in Detroit. Copies can be obtained free of charge at THE NATIONAL UNDERWRITER'S Detroit office, 1015 Transportation building.

Mutuals with Non-Affiliates

Cooperatives Are Finding More Berths Alongside Independents Than With Organization Offices

The observation is made by field men in the middle west that the mutual companies that are developing an agency business are not breaking in to agencies of organization companies as much as they are into agencies of non-affiliated companies.

The number of non-affiliated and bureau companies in the west is not large, so that an agent who desires to build his office around other than organization companies does not have an especially wide choice. The non-affiliated companies tell the agents that they do not dictate what companies the agent shall represent. The tactics of the non-affiliated companies are to create the impression that the organization companies, in their separation program, are dictating to the agent. Accordingly, the non-organization companies don't have much of an argument when the mutuals seek to enter their agencies.

Field men of organization companies say that although there is somewhat of a problem because of representation of mutuals by organization agents, yet such representation is not nearly as extensive as it is in the non-affiliated agencies.

Arthur Gail Elected Head of Kenosha Association

KENOSHA, WIS., Dec. 18.—Arthur Gail was reelected president of the Kenosha Association of Insurance Agents at its annual meeting. Other officers elected were: Vice-president John Hogan, and Secretary-treasurer Leslie Schlax, reelected. Frederick Stemm was reelected to the executive committee and others named were Harry Whitbeck, George Stevens, Leo Barden and George Harrington. The committee on establishing permanent headquarters and setting up office personnel submitted a report which will be acted on later.

A dinner meeting will be held in January at which officers will be formally installed. Indicative of the civic spirit of the Kenosha board are resolutions passed commending the program for stimulation of industrial and commercial growth of the city; voting an appropriation to the Christmas toy fund, and endorsing the safety program of the city and county.

Reelect Wisconsin Mutual Group's Staff at Meeting

MILWAUKEE, Dec. 18.—Henry Weibrecht, Badger Mutual Fire, Milwaukee, was reelected president of the Wisconsin State Association of Mutual Insurance Companies at the annual meeting here. August Fuge, West Bend Mutual Fire, was reelected vice-president, and Theodore Schmidt, Kewaskum Limited Mutual, secretary-treasurer. Directors are George Jacobs, Citizens Mutual Fire, Janesville; Harold Brown, Hardware Dealers Mutual, Stevens Point; Theodore Stickle, Furniture Dealers Mutual, Milwaukee, and L. W. Schlieder, Sheboygan Falls Mutual, who fills the unexpired term of E. J. Seiy, former secretary Cream City Mutual.

The program of addresses by outside speakers and the annual banquet were

held last month at the annual agency convention when agency forces met with company officials. Directors Stickle and Brown were nominated for the governing committee of the Wisconsin Fire Insurance Rating Bureau. Mr. Fuge was reelected director of the association on the board of the Wisconsin Mutual Insurance Alliance which will hold its annual meeting at Madison in February.

Social Security Act Topic at Conference in Columbus

COLUMBUS, O., Dec. 18.—Over 150 attended a conference on the social security act sponsored by the Ohio Association of Insurance Agents and the Ohio Association of Domestic Casualty Companies. Speakers were Vincent Miles, member federal social security commission, and Prof. Edwin Bowers, Ohio State University. Professor Bowers reviewed the history and explained the federal law. Mr. Miles answered questions. He said the status of the insurance agent and solicitor had not been determined, but he thought that if they were viewed as independent contractors, the tax would not apply. He expressed the opinion the measure would not compete with private insurance, but would in fact stimulate endowments and annuities. He said the commission had obtained the views of many insurance leaders on this phase of the question.

Indiana Collects \$2,000,000

"The insurance department is one of the most profitable to the state," Governor McNutt of Indiana said in a radio address. "For the fiscal year ending June 30, cost of operating the department was \$56,000 and it collected in fees and taxes, \$1,874,155. The balance is paid into the general fund of the state and totals more than property taxes collected." He said it was expected that collections the ensuing year will top \$2,000,000. "Indiana stands today as the only state which has enacted an insurance code in its entirety."

Company Purchases Agency

The Pioneer Equitable which some time ago moved its head office from Indianapolis to Lebanon, Ind., has purchased the Byron L. Jones agency of that city. In an advertisement in a local paper, the Pioneer Equitable explains that the agency was purchased because of the separation situation in the state whereunder the Pioneer Equitable could not be represented in agencies of organization companies.

Shingle Roof Losses at Topeka

At Topeka, Kan., the National Fire Protection Association states that a new building code was recently adopted. The fire marshal finds that out of a total of 3,214 fires in buildings used for residential occupancy, 2,147 or more than 66½ percent were caused by sparks on wood shingle roofs.

Restrict Columbus Fire Aid

Announcement has been made that the Columbus, O., fire department will hereafter make no runs into suburbs, with the exception of Bexley. Under the old law contracts could be entered into on a per run basis. Under the new law, a flat charge per year must be made. Bexley was the only village to enter into a contract with the city on this basis, the charge fixed being \$16,500 a year.

Pontiac's Weaknesses Shown

The National Fire Protection Association says that while the fire loss at Pontiac, Mich., has been low, there are many unfavorable factors. In recent years an originally inadequate fire de-

Protest Self Insurance on School Buildings in Ohio

COLUMBUS, O., Dec. 18.—With the Sherrill government survey report before it, a committee of the Ohio house of representatives is considering a bill relative to the self insurance of school buildings. Appearing before the committee R. S. Tidrick, representing fire insurance companies, declared that statements made in the Sherrill report were inaccurate. The Sherrill committee had reported that the fire insurance companies had paid only \$115,963 on fire risks on school houses in four years while they had collected \$1,755,174 in premiums. Mr. Tidrick said that incomplete reports showed that the fire insurance companies have paid more than \$500,000 on risks in three years. Ray Julian, Ohio Inspection Bureau, declared that fire insurance rates are not excessive and that they are the lowest that the companies can charge and remain solvent. He said that the rates had decreased one-half since the Collingwood school fire at Cleveland, due to improved fire-proofing.

partment has been further weakened by a reduction of about 25 percent in personnel and is now seriously undermined. The training and building inspection work has been curtailed in consequence. The city has no aerial ladder truck and is without a ladder company to respond to a second simultaneous fire.

Strike Out Service Provision

The National Board has advised members that the Indiana commissioner has agreed to strike from all requisitions for agents licenses the wording authorizing agents to accept service of process. The companies themselves have been striking this wording from the requisitions, but some went through, without that clause being deleted. The insurance commissioner has now agreed to strike the wording from the blanks on file in his office. Everything that authorizes the agents to accept service of process is to be rescinded and service will be had upon the insurance commissioner.

Omaha's Loss Record

OMAHA, Dec. 18.—For the second time in 20 years Omaha's fire losses will be under \$300,000 this year, providing there is no material increase during the balance of the month. The total 1934 fire loss was \$271,000, lowest in the city's history. Up to Dec. 1, losses this year totaled \$279,000.

Roe Agency Reorganized

DETROIT, Dec. 18.—The Charles N. Roe agency has been reorganized and incorporated with Mrs. Helen Roe, president; R. F. Barie, vice-president, and S. R. Post, secretary, with quarters 620 Transportation building. The agency is Wayne County general agent Century, Globe & Republic, Merchants of Colorado and Tokio Marine & Fire.

Cats Meow Elects

The St. Louis Cats Meow is holding its annual election this week.

Omaha Christmas Party

About 50 employees of the Omaha Agency, Fidelity & Deposit, John K. Morrison Company, Hartford Accident and Hartford Fire in Omaha, will attend the annual joint Christmas party.

Honor Elton Ellis

Honoring their veteran president, Elton Ellis, the agency force of Ellis &

McKinney Company, well known Des Moines agents, will observe "President's Month" in December, centering around his birthday. The agency the first 11 months showed a premium gain over 1934 of \$20,000.

Middle West Notes

J. V. Merrill has been appointed manager of the Clapp-Thomssen Insurance department in St. Paul.

J. Russell Deam, local agent at New Carlisle, O., was injured when his car

collided with a truck near Springfield, O. He suffered a brain concussion and is recuperating in a Springfield hospital.

The young son of **W. Burl Schmidt**, Detroit local agent, was struck down by an automobile recently and has been confined to the hospital in serious condition. He is reported to be recovering slowly from his injuries.

C. E. Kalb, owner of the Kalb Agency, St. Louis, who died in October, left property valued at \$61,764, according to a probate court inventory. He bequeathed his business to Harry J. Winkler and also left \$2,250 to three employees. The balance went to his widow.

IN THE SOUTHERN STATES

Call Special Meeting in Texas

Board of Agents Association to Hold Dallas Session Dec. 20; Regional Rallies in January

President T. S. Gillis of the Texas Association of Insurance Agents has called a special meeting of the board in Dallas, Dec. 20, when questions affecting the agents will be discussed. Any members may attend and present matters, or may bring them up by mail. Meeting place for the 1936 convention will be selected. Regional meetings will be resumed in January with gatherings scheduled at Amarillo, Ballinger, El Paso and San Benito. No meetings will be held in December. The four in January will conclude the 12 divisional meetings for the year. November meetings were held at Amarillo, Houston, Lubbock, Taylor and Wichita Falls.

At the first eight regional meetings Commissioners Mauk and Walters and R. B. Cousins, manager of the checking office at Austin attended, and they are expected to attend the January meetings. Reports from regional meetings indicate attendance this year is 25 per cent better than in 1934.

Hail Premiums Are Up

ATLANTA, Dec. 18.—The Southeastern Hail Conference, through Secretary G. W. Smith, has given out hail premiums on growing crops in the southeastern states. Mr. Smith reports, "Premiums from hail insurance on growing crops in the coastal states from Virginia to Louisiana, inclusive, were slightly more than \$650,000 during the 1935 season just closed. This is an increase of 250 percent over 1934 premium and is attributed largely to the fact that farmers are securing better prices for their crops. The loss ratio was favorable on all crops."

Oil Zone Extension Fight

OKLAHOMA CITY, Dec. 18.—Due to an immense showing of gas and a smaller quantity of oil in a well 500 feet from the governor's mansion, the city is again preparing for a new fight on extension of the oil drilling zone. The state board of affairs apparently has aided those favoring extension by announcing that bids will be taken on one and one-half blocks of state land east of the mansion.

The new well, which is owned by the British American Oil Co., has 25,000,000 cubic feet of gas at 6,342 to 6,359 feet, and extra precautions are being taken against damage to adjacent property. The well will deepen 100 feet in search of bigger oil pay.

The city commission has designated City Engineer Bush as supervisor of pipe lines. In the early days of city drilling, companies were allowed permission to lay pipe lines wherever desired.

Improvements at Lexington

At Lexington, Ky., the National Fire Protection Association finds that a modern building code has been adopted. Improvements have been made in the fire record system. There is need of inspection of dwellings by firemen to reduce the large number of fires.

Alabama Association Action

Executive Committee Opposes 75 Percent Coinsurance Clause; Honorary Membership Given Julian

BIRMINGHAM, ALA., Dec. 18.—The proposal of the Southeastern Underwriters Association to substitute the 75 percent coinsurance clause for the three-fourths value clause in policies written in its territory met with opposition from the executive committee of the Alabama Association of Insurance Agents at its annual meeting in Birmingham. The S. E. U. A. was asked to defer action until Alabama agents have opportunity to express themselves at the annual convention in May. Feeling was expressed that the clause would work much hardship on both policyholders and agents.

A gold honorary life membership card in the Alabama association was presented Commissioner F. N. Julian. A committee was appointed to draft a questionnaire to be given applicants for licenses in Alabama under the amendment to the agency qualification law which gives wide discretionary powers to the state bureau.

To Require Oklahoma Filings

Companies operating in Oklahoma have been called upon by the state insurance board, to file new schedules of rates by Jan. 1. The move was taken as a step toward establishing greater uniformity in casualty rates. The plan is to withdraw the present filings covering rates on fire, tornado, public liability, compensation and plate glass insurance and to establish the new schedules, he explained.

Abernathy Elected President

WICHITA FALLS, TEX., Dec. 18.—Overton Abernathy, Featherston-Abernathy Company, has been elected president of the Wichita Falls Exchange, succeeding J. L. Randel. Other officers are Lloyd Pland, vice-president, and Horace Robbins and Jess Campbell, directors. Mrs. Mildred White is secretary-treasurer.

Gift Policy a Rebate

FRANKFORT, KY., Dec. 18.—The giving of an insurance policy by an insurance agent to another constitutes a rebate and is forbidden by statute, W. R. Attkisson, assistant attorney-general, has held.

Texas Directors to Meet

Directors of the Texas Association of Insurance Agents will meet Friday of this week at Dallas. It is the regular mid-year meeting. At that time the meeting place for next year's convention will be selected.

Final Oklahoma Loss Report

NEW YORK, Dec. 18.—Fire companies of the east interested in writing hail and windstorm insurance in Oklahoma have received from the branch office of the Fire Companies Adjustment Bureau at Oklahoma City a detailed account of the losses settled following the storms that swept a portion of the state several months ago. This report sup-

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THE INSURANCE COMPANY
OF THE
STATE OF PENNSYLVANIA
PHILADELPHIA, PA.

ANNUAL STATEMENT December 31, 1934

Reserve for Unearned Premiums	\$1,658,641.67
Reserve for Losses Under Adjustment.	222,651.91
Reserve for Taxes and all other Claims	152,295.71
CASH CAPITAL	1,000,000.00
NET SURPLUS	1,164,346.10

TOTAL ASSETS	\$4,197,935.39
SURPLUS TO POLICYHOLDERS	\$2,164,346.10

Actual Market Value

Acquire
THE OLD "STATE OF PENN"

plemented earlier, preliminary statements. Bureau adjusters handled 11,573 claims in different communities, 5,954 being for wind and hail damage, and 3,860 for losses of a miscellaneous character. Probably an equal number of claims were handled for stock companies through local agents or independent adjusters, while the losses of mutuals were adjusted by the United Adjustment & Inspection Company.

Field Conference Meeting

LAKE LAND, FLA., Dec. 18.—B. K. Clapp, general manager Fire Companies Adjustment Bureau, Atlanta, told the Florida Field Conference that full data on the Miami storm would be assembled by the middle of January. Guests included Mr. Clapp and his associates Harry Parker, Miami manager, C. T. Southwell, Jacksonville, and Gillie Tresevant, Tampa. K. R. MacDonald, Lakeland agent, and H. W. Laird, former assistant secretary National Association of Insurance Agents, spoke. J. E. Ward presided. A. H. Smith, Orlando, presided at the Blue Goose banquet given in conjunction with the conference.

Moore Is McAllen Head

The newly organized McAllen, Tex., Exchange has elected the following officers: Paul D. Moore, president; James Hester, secretary-treasurer.

Southern Notes

Irvin Cahill, marine special agent Fireman's Fund, Atlanta, Ga., made a tour of the Texas agencies.

Fire Chief George Goff of Oklahoma City spoke to the Oklahoma City Insurance Women's Association. A Christmas party is being given this week.

E. L. Benson, Jr., for several years with Claiborne & Goddin in Richmond Va., has resigned to form a partnership with O. E. Parrish, Jr., of that city as Benson & Parrish.

The Ernest Neill agency, Batesville, Ark., which has been conducted there by John E. McCormick, has been consolidated with the Batesville Agency under

New President



W. EUGENE HARRINGTON, Atlanta, Ga.

W. Eugene Harrington, well known local agent at Atlanta, Ga., former president National Association of Insurance Agents and chairman of its important workmen's compensation committee, was installed Monday as president of the chamber of commerce of his city. He has long been active in civic work in Atlanta.

the management of E. C. Parsons and J. P. Evans.

The Robert Jamison Agency of Clarksburg, Ark., has taken over the Dillon Blackburn Agency there.

A. G. Renau, who was president of the Avery Building Association of Louisville, and senior member of the Samuel L. Avery & Co., agency there, died at the age of 79 after an illness of 18 months.

instructed to take the matter up with Thomas Sturges, president of the Connecticut Insurance Agents Association.

Wold Elected in Greenwich

GREENWICH, CONN., Dec. 18.—C. J. Wold was elected president of the Greenwich Board to succeed L. F. Whelan at the annual meeting. C. H. Dayton was chosen vice-president and T. J. Glines, secretary-treasurer. Executive committeemen are A. M. Boles, W. W. Loudon, Thomas Boone, R. M. Wellstood and L. F. Whelan.

Fitch Is Stamford President

R. W. Fitch was elected president of the Stamford, Conn., Board at the annual meeting. He succeeds Harold Nichols. Francis Hoyt was named vice-president; R. W. Fitch, Jr., secretary, and William Raymond, treasurer.

Miller Gets Gold Medal

D. P. Miller, of D. P. Miller & Co., Carlisle, Pa., received the Home's gold medal for 50 years continuous representation. He was entertained at the head office by President Kurth, who presented the medal.

Conditions at Rochester, N. Y.

The National Fire Protection Association reports that conditions at Rochester, N. Y., are generally satisfactory and the low fire loss experience of many years shows further improvement in 1935. The erection of a new central fire station authorized as a PWA project has been started.

Blackall at Bridgeport Meet

E. W. Randolph was elected president of the Bridgeport Association of Insurance Agents at the annual meeting in Bridgeport, Conn. He succeeds John Carraher. A. A. Neal is vice-president and W. A. Wintter was reelected secretary for the 23rd time. Commissioner Blackall of Connecticut was the principal speaker.

Action on Commissions

BOSTON, Dec. 18.—In addition to referring back to its executive committee for rewording the resolution recommended by that committee, "That no Boston Board member shall appoint or continue to be represented after Jan. 1 by any agent in Eastern Underwriters Association territory and pay commissions in excess of those allowed by the rules and requirements" of the association, the Boston Board named a nominating committee to report Jan. 14. It includes E. F. Woods, H. W. Gilman,

National Underwriter Man Joins Prudential

Harry C. Mountain, who has just resigned as manager at Philadelphia for THE NATIONAL UNDERWRITER, has joined the Philadelphia ordinary agency of the Prudential of which the manager is H. C. Cross. For the past six years Mr. Mountain has represented THE NATIONAL UNDERWRITER and the Rough Notes Company in Philadelphia, Baltimore, Washington and Pittsburgh. He has many friends in the field. He is a native of Indianapolis and attended Notre



H. C. MOUNTAIN

Dame University. He became attracted to the life insurance business because of his contact with the business while he was calling on life insurance men.

J. H. Carney, H. G. Fairfield and G. T. Vedeler. Resolutions were passed on the deaths of Herbert Coolidge and H. H. Wilder.

Good Work at Worcester, Mass.

Some good work is being done at Worcester, Mass., in tearing down dilapidated buildings. Since 1932 over 600 such structures have been razed. Much credit is given to Superintendent Waldron of the Worcester protective department and Captain Hurley, fire department inspector. The fire department has reduced basement fires 50 percent on account of inspection work.

New Pittsburgh Directory

With an attractive new cover design, the Pittsburgh Insurance Telephone Directory has been published by The National Underwriter Company, giving a complete listing of insurance executives, agents and companies. Copies can be obtained free of charge from THE NATIONAL UNDERWRITER's Chicago office, 175 West Jackson boulevard. All Pittsburgh offices have been sent copies.

Building Inspection at Schenectady

At Schenectady, N. Y., the fire prevention committee of the chamber of commerce has secured the cooperation of the fire department in establishing regular and systematic inspection of buildings by all company officers, according to the National Fire Protection Association. The city council has authorized the compiling of a modern and adequate fire prevention code.

Jersey City Get Together

More than 100 field men, general agents and members of the Hudson County Underwriters Association attended the annual get together dinner of the association in Jersey City. Mrs. Christine B. Nolan, president of the association, presided. Among the speakers was L. A. Watson, expert of the Schedule Rating Office of New Jersey.

Employees Association Meets

PROVIDENCE, R. I., Dec. 18.—A dinner of the newly formed employees association of the Rhode Island was held at the new Crown Hotel here this evening.

John Joel Osborne, 78, retired New Haven, Conn., local agent, died after a long illness. Failing health caused his retirement from business in 1927.

News of Pacific Coast States

Now Expanding in Northwest

Pacific National Fire Assumes Direct Control Over Four States in That Section

The Pacific National Fire announces the appointment of F. O. Vincent and A. F. Lo Presti as special agents to cover the territory formerly handled through the general agency of Edward Brown & Sons of San Francisco. Effective Feb. 1, service offices will be opened in Portland and Seattle. Mr. Vincent will be in charge of the Portland office and will travel in Oregon and southern Idaho. Mr. Lo Presti will be in charge of the Seattle office and will travel in Washington, Montana and northern Idaho.

Mr. Vincent has been for the past 15 years special agent for Edward Brown & Sons in Oregon. Mr. Lo Presti has had 10 years' experience in the field and was formerly connected with the North

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EASTERN STATES ACTIVITIES

Officers Named by Exchange

New England Group's Nominating Committee Makes Recommendations
—Election Will Be Jan. 11

BOSTON, Dec. 18.—J. L. Sandison, special agent of the Royal 10 years, a native of Scotland and formerly in the office of J. C. Paige & Co., with the General Adjustment Bureau and the Sun, has been selected president by the New England Insurance Exchange nominating committee, to be elected Jan. 11. The annual dinner will be held the night before at the University Club.

Others on the Slate

The following prospective officers were also named: Second vice-president, W. J. Helm, Springfield Fire; executive committee, F. W. Andrews, Hartford Fire; J. M. Cosgrove, National Liberty and G. F. McFarland, Fire Association. A. M. Padden, National Fire, holds over as first vice-president as well as the following members of the executive committee: C. H. Gordon, North America; C. E. Hurst, Connecticut Fire and J. M. Van Buren, Continental.

Schiff in Harrisburg Talk

William Schiff, superintendent of the fidelity department at the head office of the Indemnity of North America, addressed a meeting of the Harrisburg Association of Insurance Agents at Harrisburg, Pa. D. M. Walker, manager of the Harrisburg office of the Indemnity of North America, was in charge of the program. P. M. Garrett is president of the association.

C. F. Harrington Is President

Insurance Society of Massachusetts Elects New Officers—Commissioner De Celles on Program

BOSTON, Dec. 18.—L. E. Knox and Commissioner DeCelles of Massachusetts were guests of honor of the Insurance Society of Massachusetts. Mr. DeCelles emphasized the fact, "my department gives \$4,500,000 to the commonwealth every year but doesn't spend any of the taxpayers' money." Mr. Knox, a former president of the society, was recently elected mayor of Somerville.

Proposed Endowed Scholarships

C. H. Nudd, veteran trustee, proposed a plan for endowed scholarships in the Insurance Library of Boston course. It was referred to the board of management. Officers elected are: President, C. F. Harrington; vice-presidents, F. A. Bailey, A. S. Nelson, and F. J. O'Gara; secretary and treasurer, F. J. Devereux; directors, H. A. McKenna, Frank Butcher, W. A. Sturgis, H. O'Neil and F. C. Elliott, trustee, C. H. Nudd; auditors, J. T. Corr, E. A. Quain.

Connecticut Agents Protest the Bank Insurance Deal

The agents of Hartford have appointed a committee to enter a protest against the arrangement under which the Aetna Fire is to service the insurance on properties taken over by Connecticut state banks in receivership. The protest is to be filed with the bank commissioner and the committee was

INSURANCE ATTORNEYS

■ The Insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

ALABAMA

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Representing the Travelers Ins. Co., Employers Group, Boston, Continental Cas. Co., Chicago. Equipped for investigations, adjustments and settlement of all claims. Trial of all cases in State and Federal Courts.

ARIZONA

Sloan, McKesson & Scott

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Representing Globe Indemnity Co., Royal Ind. Co., Eagle Ind. Co., Hartford Acc. & Ind. Co., Fire Companies' Adjustment Bureau, Inc.
Trial of all line of insurance cases State and Federal Courts.

Francis D. Crable

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Trial of cases in State and Federal Courts.
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Insurance Litigation in all lines. Fire, Casualty and Surety.

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CALIFORNIA (Cont.)

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General Counsel Pacific National Fire Ins. Co. Trial of insurance cases in State and Federal courts.

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Trial of all insurance cases in state and federal courts in this district. Equipped for investigations, adjustments and settlement of all claims.

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Representing Fireman's Fund of San Francisco, United States Guarantee and others.
Equipped to handle investigations and settle claims. Trial of all insurance cases in Federal and State courts.

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Equipped for investigations, adjustments, settlement of claims, and trial of all insurance cases in State and Federal Courts in Southern District of Georgia.

ILLINOIS

COCKFIELD & PETERSEN

Aurora National Bank Bldg.
Aurora, Ill.

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America and subsequently traveled for the Yorkshire through the northwest. The company will shortly announce the locations of the Portland and Seattle offices and is formulating plans for equipping the offices so as to render full service to agents and assured.

The Pacific National premiums for 1935 are approximately 40 percent ahead of the corresponding period for 1934. The company is now entered in all states and recently established offices in Philadelphia and Chicago.

Names Speakers for Annual Convention of the F. U. A. P.

SAN FRANCISCO, Dec. 18.—A program of unusual interest and broad scope is indicated in the speakers for the 1936 meeting of the Fire Underwriters Association of the Pacific announced by Charles L. Barsotti, president, as follows: J. Victor Herd, vice-president Fire Association; S. S. Huebner, University of Pennsylvania; Jay Wickler, Phoenix of Hartford; P. F. Weaver, Royal-Liverpool group; H. L. Boyle, Fire Companies Adjustment Bureau; A. V. Moffatt, Dun & Bradstreet; Elmer Bonstin, Pacific National Fire; Edward Porep, North America; Walter R. Fritz, Fire Association, and Herbert Manners, National Automobile Club.

Krog Visits Pearl on Coast

William Krog of the New York office of the Pearl has been spending some time in San Francisco as a guest of the Pacific Coast offices, while on a pleasure and business trip to all of the principal cities of the United States.

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associated with her husband in management of the office, will be actively identified with the business. Mr. Nelson was formerly head of the Bates Adjustment Company, which maintained a number of offices in the middle west territory, and is comparatively a newcomer to southern California.

Insurance Men on Directorate

Among the insurance men elected or reelected as directors of the Junior Chamber of Commerce of San Francisco are: Carl Brown, Jr., California Casualty Indemnity Exchange; Stanton Haight and John J. Haster, Swett & Crawford; Miles York, Fireman's Fund, and Evans M. Taylor, insurance attorney. On the election committee was Robert L. Mannon, Fireman's Fund Indemnity.

Withdraw from New Body

The brokerage firms of Brown, Scott & Dutton and K. C. Hamilton & Co. have withdrawn from the new Society of Insurance Brokers of San Francisco. The society was formed several months ago by a group of about 50 members that withdrew from the Insurance Brokers Exchange of San Francisco. Brown, Scott & Dutton and K. C. Hamilton & Co. will now be forced to operate on a non-board basis. Brown, Scott & Dutton were involved in charges.

L. L. McBroom Manager

L. L. McBroom has been appointed manager southern California department Henley & Scott general agency. He succeeds the late M. E. Packard, recently killed in an automobile accident. Mr. McBroom has been active in the business since 1922 when he entered the field as a local agent, continuing until 1929, when he was appointed special agent Los Angeles branch office U. S. Fidelity & Guaranty. Later he went to San Diego as special agent Wankowski agency. Recently he has been connected with the J. G. Kuhrt agency, Los Angeles.

San Francisco Brokers Elect

Heading the slate presented by the nominating committee, S. A. Malatesta was reelected president of the Insurance Brokers Exchange of San Francisco. Others elected were: Sam McKee, first vice-president and W. O. Lang, second vice-president. Members of the board are: C. H. Kispert, H. R. Schroeter, J. H. Voorsanger; H. A. Dinning and G. W. Jones, Jr. Members of the arbitration committee are: Bruce Allen and H. S. Henderson.

One proposal adopted included an agreement on the part of members that any premiums received on public business would be assigned or turned over to the Insurance Brokers Association, which was recently formed by the exchange for the purpose of handling business of a public nature. It was also voted to co-operate more closely with the California Association of Insurance Agents.

Elect Long Beach Officers

Melvin Berbow, prominent agent Long Beach, Cal., was elected president Long Beach Association of Insurance Agents. Other officers are: Lloyd Boivin, first vice-president; C. W. Davis, second vice-president, and H. B. John, secretary-treasurer. Directors are: Charles Whitchurch, Roy Cooper, Joe Bowen, Charles Malcom and Marshall Stone.

Brokers at Yuletide Feast

SAN FRANCISCO, Dec. 18.—The Christmas get-together luncheon of the Insurance Brokers Exchange of San Francisco was held tonight. Among the guests of honor were: Joy Lichtenstein, president Pacific Board; F. N. Belgrano, Jr., president Pacific National Fire; L. W. Cutler, vice-president Fidelity & Deposit, president 1938 San Francisco Exposition Company; E. C. Porter, president Casualty Insurance Association

and S. L. Carpenter, Jr., insurance commissioner.

Frank Marisch served as chairman of the committee on arrangements with George P. Lovejoy, E. S. Rosenthal, James Scanlan; H. V. Stockton, Mrs. Grace Perego, Mrs. Walter Pollard, Mrs. Y. O. Rankin and Miss A. V. Bowyer.

Graham Is Oregon Deputy

William L. Graham has been appointed deputy Oregon insurance commissioner by Commissioner Earle.

Coast Notes

Jess R. Runner has become manager of the casualty department of Hansen & Rowland, Tacoma, Wash.

Malcolm MacLeod, adjuster with the Fire Companies Adjustment Bureau in Spokane, has been transferred to Salt Lake City.

H. R. Osborn has joined the Spokane, Wash., staff of the Fire Companies Adjustment Bureau. Mr. Osborn is active in both the Spokane Adjusters Association and the Blue Goose.

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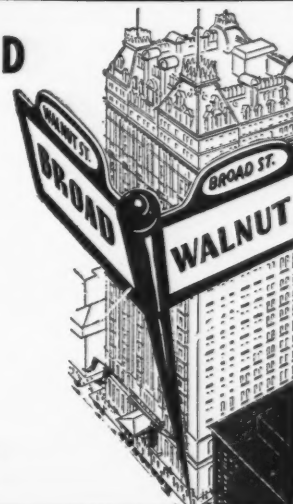
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MARINE INSURANCE NEWS

Ririe & Lange Gets General

James & Co. Marine Manager in Chicago Resigns, Forms Partnership With Broker of Office

Ririe & Lange, a general agency specializing in marine insurance, will be opened in the Insurance Exchange, Chicago, shortly after Jan. 1, representing as general agent the General of Seattle's marine department. The partners are Harold H. Ririe and Paul Lange, Jr. Mr. Ririe is resigning as marine department manager of Fred S. James & Co., Chicago, a post he has held for two years. He has been connected with the office eight years. Mr. Lange for two years has been an office broker with James & Co., specializing in marine insurance. Both are men of long experience in this line.

Mr. Ririe started at the head office of the Western Assurance in Toronto in marine claim work and after five years went to Chicago with Johnson & Higgins in the underwriting department and claims work. Later he was connected with the western department of the North America in marine claim work. He has had 18 years' experience in this line.

Mr. Lange was manager of the marine service department of the North America's western department in Chicago, then was a field man for William H. McGee & Co. there. Later he was marine superintendent for the Phoenix of Hartford in Chicago, then was manager of the Cook county marine department of the Continental, of the America Fore fleet.

Use of Salamanders by Truck Drivers Is Criticised

Marine insurance men are somewhat concerned over growth of the practice this winter of overland truck drivers carrying salamanders in the cargo compartment to keep their cargoes from freezing. There is nothing in the cargo policy which excludes coverage for loss due to such a cause. It is believed the

practice exists with the knowledge and probably because of instructions of truck owners and operators.

Due to the extreme fire hazard from such a practice the question is raised whether companies should not cancel the cargo policies when they find this condition existing, or whether they should not include in the approved form a warranty by assured not to use salamanders.

Newspaper Men Guests

Insurance newspaper men of New York City were luncheon guests Monday of the Joint Committee on Interpretation and Complaint, represented by Paul Haid, president Insurance Executives Association, A. C. Charles, of Barry, Wainwright, Thacher & Symmers, counsel to the committee; and Executive Secretary R. T. Marshall of the Inland Marine Underwriters' Association. Matters of mutual interest were discussed informally.

Donald Watson with McGee

Donald Watson has joined the Chicago office of the New York marine firm of McGee & Co., as special agent. He takes the place of E. Danna Johnson, who has been transferred to the Atlanta office. Mr. Watson has been connected with the marine department of the North America in Chicago.

G. & R. Setup Explained

SAN FRANCISCO, Dec. 18.—The recent appointment of Talbot, Bird & Co., as general agents for the ocean marine department of the Globe & Rutgers, does not affect the general agency of Edward Brown & Sons on the Coast, according to A. M. Brown. Under the new set-up which makes Talbot, Bird & Co. ocean marine general agents for the company throughout the United States, the Edward Brown & Sons organization will report to Talbot, Bird, instead of the head office of the company direct.

E. D. Lawson, western marine department manager of the Fireman's Fund at Chicago, has been elected a member of the Society of Naval Architects & Marine Engineers.

MOTOR INSURANCE NEWS

Consider Hazard of Diesels

Use of Motor Using High Flash Point Oil, and Dangers of Butain Derivative Watched

NEW YORK, Dec. 18.—The extent to which, if at all, the hazard of insuring automobiles would be increased, should the equipment of cars with diesel engines and, or, the use of butain as a fuel become general, is a question upon which fire underwriters are speculating. One of the important automobile manufacturing companies is experimenting with the diesel engine to determine whether or not to install it in all cars, and will likely make known its decision in the near future.

Butain has been used as a fuel in large tractors on the west coast using the standard type of motor, and apparently results were satisfactory. It is also widely used in fuel for buses on the Pacific Coast. Use of the product, however, has not been extended to pleasure cars to any extent.

BUTAIN NOT A DIESEL FUEL

Diesel motor experts say butain never has been used in diesel engines, as it is a highly concentrated and explosive derivative which is used to add power

to ordinary motor fuels. According to officials of the Hemphill Diesel Engineering School of Chicago, use of butain in fuel for diesel motors is opposed to two principal purposes of developing this type of motor: it increases the cost of the fuel considerably and also increases the fire hazard. The standard fuel for diesels is low grade oil with a high flash point and which is virtually impossible to ignite with a spark.

Caravanning More Systematic

Transportation of Automobiles From Manufacturer to Distributor Done on More Business Like Basis

Considerable attention has been given by insurance companies to the transporting of automobiles from factory to distributors. Thousands of new cars are being delivered in this way. Up to this time not very much liability and property damage insurance has been carried. The caravan companies have in most cases been large enough to carry their own insurance. Now an increasing number of states require liability or financial responsibility insurance before they will permit cars on their highways. In times past small operators have employed incompetent drivers in taking these cars to their

destination and there have been a number of machines wrecked. Now caravanning has developed into a systematic business where regular companies are doing the work, employing specialists. One of the oldest of the concerns is the Leonard J. Schrader Company of South

Bend, Ind. This company requires its drivers to deposit \$50 cash bond to guarantee the responsibility of the first \$50 damage they happen to have. It endeavors to emphasize safe driving. During the last two years it has not had a liability claim.

BUSINESS STIMULATORS

Monarch Men Present Ideas

Practical Pointers Brought Out in Talks and Demonstrations Before Chicago Accident & Health Club

Practical ideas for field men were presented to the Chicago Accident & Health Club in a program sponsored by the Monarch Life.

Speaking on "When Not to Talk," Fred W. McIntosh, western manager of the personal service department, said that every agent should quit talking if all he can do is knock his competitor. That type of man is not a salesman; he is endeavoring to make his living on false pretenses. The claim is the agent's stock in trade, said Mr. McIntosh. He stressed the need for a fair and liberal construction of contracts instead of adhering strictly to technicalities. Handling claims as "personal service" creates a great deal of good will for the Monarch Life, said Mr. McIntosh. It has reduced the claim ratio, and built up a feeling of fairness towards the company by the policyholders.

In a prelude to three sales demonstrations by his agents, Davis W. Ellis, Illinois manager, Monarch Life, said that selling has to attune itself to the accelerated life of the present day. Ideas are useless unless they are used, he declared.

Must Provide for Extras

In his demonstration of the necessity for replacing earning power, Franklin W. Hemingway approached his prospect by saying "suppose a doctor came in and said that you would have to go to the hospital for two weeks, six weeks or a longer time." If the prospect says he has a good job and his employer will continue his salary, in such a case, Mr. Hemingway replies that is all right, but additional income is necessary to take care of the extraordinary expenses.

E. J. Enerick in his demonstration worked on a preferred prospect system. He emphasized that the prospect has a fixed expense of living which will continue although his earning in the future cannot be predicted. In addition to the fixed liability the prospect also faces the possibility of extra expense in case of an accident to take care of doctor, hospital, nurse and medicine cost. If something happens to the regular income it is necessary to have a replacement income.

K. L. Holt diagrams his approach, setting forth the prospect's needs in maintaining himself and his family. All these depend upon income, which must be kept intact.

In summing up the ideas presented in the sales demonstration, Mr. Ellis said that he resented the common statement that anybody can go in the insurance business. Any man that is honest and willing with a good background can get in the business, but to stay in he must have courage and be able to carry on when the going is tough.

The Chicago club will hold its annual stag Feb. 12. Plans for a membership drive are under way in order to present a formidable organization when the club is host to the National association meeting early next summer.

Building U. & O. Business Through Creative Selling

(CONTINUED FROM PAGE 14)

agent and the prospect. This is true of many kinds of insurance but peculiarly so for U. & O. But the agent

who sells the U. & O. is usually dealing with the president and treasurer, is first in confidential relations with the client and is almost sure to hold the business since the managers or officers do not care to go into U. & O. details with everyone.

As to the U. & O. forms, in general it is believed by those most familiar with this line that broad forms are preferable to any attempt to specify closely what is to be covered. A satisfied customer after the loss is the primary consideration. The insured as a buyer will always be optimistic as to the time for resuming business and as a claimant after the fire will always be pessimistic about that same time. Therefore, he will buy short and claim long, perfect for creating friction. Fear of the co-insurance form in use and occupancy insurance is not justified by experience. One company found in analyzing losses that no mercantile risks and less than 10 percent of manufacturing risks would have contributed to the loss under an 80 percent co-insurance form. A more serious difficulty is the reconciliation in the prospect's mind of U. & O. application in the event of the short period loss. These problems are now receiving attention of students of the business and some changes seem to be on the way.

A regular quarterly payment of 25 cents a share and extra dividend of 25 cents a share will be paid by the Birmingham Fire of Alabama.



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The National Underwriter

December 19, 1935

CASUALTY AND SURETY SECTION

Page Thirty-one

De Celles Calls on Companies for Aid

Conference to Be Held Dec. 23 to Save Massachusetts Compulsory Auto Act

LAW IN GRAVE DANGER

Agents Association Leaders and Brokers Act to Seek Pool For Undesirable Risks

BOSTON, Dec. 18.—Things came suddenly to a head this week in the compulsory automobile liability situation, in which 90,000 to 100,000 motorists face inability to get 1936 registration because they cannot get car insurance. Following closely on decision at a conference here by agents and brokers to seek formation of a pool by companies to handle these undesirable risks, Commissioner De Celles called a conference to be held here Dec. 23 of all companies writing automobile insurance in the state in an effort to save the compulsory law, the very existence of which, he said, is at stake.

Representatives of state agents, general agents and brokers' associations and officers of several local boards voted that a committee of three be appointed to confer immediately with Commissioner De Celles on the plan for a pool, and that the executive committee of the Massachusetts Association of Insurance Agents, which sponsored the meeting, issue a bulletin to members requesting them to urge companies to form such a pool.

Producers Confer with DeCelles

The producers conferred with Commissioner DeCelles, offering their cooperation. Mr. DeCelles said he had had several informal conferences with companies, which will be followed by the formal meeting Dec. 23. He made it plain that if companies could not take care of the risks the state would have to step in and handle the business. The agents were asked to take the matter up with their companies and this they promised to do. The matter of pooling questionable risks was not taken up as the agents were reluctant to suggest any form of action to the companies.

The agents representatives at the conference were E. J. Cole, F. R. Smith and L. U. Fuller; general agents, J. H. Carney, C. F. J. Harrington and F. J. Murphy, and brokers, E. S. Litchfield, T. R. Sullivan and F. Ed Garrity.

Personnel of Committee

The special committee appointed by the agents to study the pool plan consists of E. J. Cole, Fall River, past president National Association of Insurance Agents; F. R. Smith, Haverhill, chairman New England Advisory Board, and L. U. Fuller of Lynn.

The Brokers' Association of Massachusetts and the General Agents' Association were requested to secure appoint-

"Airsurance" Is Offered by Aviation Group at Low Cost

A new policy for airline commercial travelers comparing favorably in rate with other travel insurance, available on and after Jan. 1 is offered by United States Aviation Underwriters, written through six of the larger casualty companies of this country. These are the Aetna Casualty, Century Indemnity, Hartford Accident, Maryland Casualty, New Amsterdam Casualty and United States Fidelity & Guaranty.

David C. Beebe, president of the aviation insurance group, explained the coverage, which is termed "airsurance." It is an employer's voluntary contractual liability policy under which it will be possible for an employer to obtain up to \$10,000 insurance for each employee named in the policy, at a rate of \$1 per \$1,000 per year.

Details of Contract

The minimum premium for any one employer will be \$50, covering five or more persons, as the employer may designate. The policy was developed at request of large corporations which have sought such a form for their executives and employees to encourage them to take advantage of the time saved by air travel.

This is an indemnity contract agreeing to reimburse insured employer for a stated amount in case of death or injury to an executive or employee caused by accident on any recognized airline. It permits payment by the employer to any named employee in the event of injury. In event of death, payment may be made to a relative or any person appearing to the insured to be entitled to such payment.

President Beebe's Statement

"Airsurance was developed by aviation insurance underwriters after several years of actuarial study," Mr. Beebe said. It has been enthusiastically approved by airline officials and by many leading corporations. Heretofore special air insurance covering employees and executives has been so costly as to make it prohibitive to many firms, thus causing these firms to forbid their employees or executives to use the airlines for business trips. Airsurance will definitely eliminate this objection. Any employer will now be able to obtain this insurance under a blanket coverage and may add additional names as the occasion demands.

"The significance of this new form of insurance is readily apparent when one considers the hundreds of thousands of persons already using the airlines and the many thousands who have been forced to forego the advantages of this

ment of similar committees to confer with the commissioner at the same time.

The commissioner estimates from 90,000 to 100,000 car owners cannot secure car registration due to insurance companies refusing to write the insurance on their cars.

The consensus concerning method of

(CONTINUED ON LAST PAGE)

form of travel due to the high cost of insurance. Airline officials believe that the introduction of airsurance will have an almost immediate effect on their business."

Officials of United States Aviation Insurance Underwriters, and of Eastern Airlines, Transcontinental & Western Airways, United Airlines, American Airways, Pan-American Airway System, Pennsylvania Airlines, Northwest Airways and National Parks Airways, at a meeting in New York City discussed details of airsurance, and issued a joint statement:

"The inauguration of this new form of aviation insurance is not only conclusive proof of the safety of modern air travel over regularly operated commercial airlines, but will also be of distinct benefit to the growing number of business firms whose employees and executives use the airlines to take advantage of the time saving and convenience of this form of transportation.

Low Cost Emphasized

"Airsurance will compare favorably in cost with accident insurance policies covering travel by rail, motor car or steamship. Its availability will doubtless induce many large firms to permit their executives and employees to travel more extensively on the nation's airways. The fact that this insurance is available at such a low cost is in itself recognition of the current safety of air travel and is a testimonial to the tremendous strides made in recent years by the air transport industry."

Company President Cites Danger of Compulsory Act

The Massachusetts compulsory automobile insurance law was designed to reduce accidents, promote driving safety and reduce insurance costs, but has failed dismally from every standpoint, T. J. Falvey, president Massachusetts Bonding, told 50 members of his Michigan agency organization at a luncheon meeting in Detroit. The law has resulted in an increase in accidents and fatalities in Massachusetts, greatly increased cost of auto insurance and reduced the income of the agents writing this class of business, since commission was reduced from 25 percent to 12 percent for agents and 7 percent for brokers. Companies writing auto insurance in that state have lost \$10,000,000 under the law since 1927, being forced to accept many undesirable risks.

Such a situation will be faced in Michigan if a similar law is passed there, he warned. Agitation for a compulsory law in Michigan is spreading, he said. Spencer Welton, vice-president, Chicago, was toastmaster, introducing T. H. Zimmerman, branch manager; George Brown, executive secretary Michigan Association of Insurance Agents; W. B. Schmidt, general agent for the company 23 years; R. H. MacKinnon, agency director, accident and health department, and P. J. Monaghan, legal representative since 1907.

Simplified Manual For A & H Adopted

Listings Reduced From 6,200 to 1,380 by Underwriters Conference

FOUR CLASSIFICATIONS

Reduce Size of Book 75 Percent—Aid to Field Men in Selling

A new simplified classification manual, effective Jan. 1, has been issued by the Health & Accident Underwriter Conference. Simplification was the keynote in the preparation of the new manual which is the result of several years of study and 18 months of compilation by the conference's manual committee. The 6,200 listings in the old manual have been reduced to 1,380 and the physical size is cut down over 75 percent. The typography has also been greatly improved.

There are only four classificational groups in the new manual compared to 10 in the old. Obsolete listings and occupations seldom written have been eliminated. The industrial schedule has been given in blanket or group classification, insuring all risks within those industries at one rate. A number of the 200 companies that have been using the old conference manual have signified their intention of adopting the new manual immediately while the others will gradually change over as they are able to change their rate cards and take care of the mechanical details.

Will Aid New Men

It is believed that the simplicity of the classifications and listings, as well as reduction in size of the manual, will appeal to the agents and result in less difficulty for new men going into the business to understand the principles of classificational ratings.

In preparing the new manual the committee took into consideration the recommendations made by the conference: (1) To reduce the number of classes from 10 to four; (2) to have the class symbol precede the occupation instead of following it; (3) to eliminate occupations seldom used and obsolete terms; (4) to provide a classification for housewives and other women risks insurable for monthly indemnity as well as death and dismemberment only policies.

Classes Defined

In the class AAA, the select, are included office executives, employees, commercial and city salesmen, school teachers, insurance and real estate agents, attorneys, merchants and clerks with selling and office duties, and merchandise buyers. Other classifications are AA (preferred), A (ordinary), and B (hazardous). Such obsolete occupations as dog breeder, bee keeper, bell hanger, wig

(CONTINUED ON LAST PAGE)

Big Casualty Opportunity in Long Haul Truck Field

STUDIES ARE BEING MADE

Premium Income of \$150,000,000 Is
Estimated as Being Available for
P. L. and P. D. Covers

NEW YORK, Dec. 18.—Further study of the insurance features of the long haul trucking industry intensified by a number of underwriters since the enactment by Congress of the law placing this division of transportation under control of the Interstate Commerce Commission, apparently justified the estimate that casualty premiums upon the line for automobile public liability and property damage cover will not be less than \$150,000,000 annually, and may substantially exceed even that figure. This promising field for additional income has prompted the consideration of plans by some of the strong companies for rounding up at least a fair share of the business. Notably is this true of offices that for some time have been accepting a selected number of such risks. Until the regulations of the commission governing the operations of truckmen and the kind and amounts of insurance they must carry, have been promulgated, the plans of casualty offices cannot be completed. Meantime, however, underwriters are assembling such general data upon the subject as is available, and are studying the general and special hazards involved in handling the line, and the experience so far.

Opposition to Pool Idea

Although there is still talk of forming a pool for issuing an all risk cover to truck owners, and such may eventually be put into effect, there is no prospect of its early formation, particularly as to the casualty features. Several outstanding companies have flatly declared opposition to the idea.

Conceding that it might be advantageous to join forces in the employment of a road inspection corps, opponents of the pooling suggestion are unwilling to allow a central body to underwrite the business or to handle claims.

Not for years has so promising a field for business expansion opened to casualty offices and alert underwriters are cognizant of the fact.

D. J. Waite Succeeds Anderson

Demont J. Waite has been appointed to assume charge of the fidelity and surety bond underwriting of the Chicago office of the Employers' group.

Mr. Waite is a graduate of Boston University and of the Employers' school. He entered the service of the Employers' in Boston in 1927. After serving in the Philadelphia bonding department, he was transferred to Chicago and has been, since May, 1928, assistant to Elmer C. Anderson, who was recently promoted to assistant superintendent of the bonding department at Boston.

Bank Not Responsible

ST. LOUIS, MO., Dec. 18.—The need for safety box burglary insurance is accentuated by the decision in favor of the Grand National Bank of St. Louis which was sued by one of its safety box renters as the result of the robbery of the bank's vault in 1930. Henry Cramer, the plaintiff, charged the bank with negligence, but the circuit court jury held for the bank.

M. B. Mortenson of the Aetna Life's accident department has been transferred to the R. S. Edwards Aetna Life agency in Chicago from the Insurance Exchange branch. Mr. Mortenson has been connected with the accident and health agency for five years. He will be accident underwriter in the Edwards agency.

Agency Head of Standard Accident Dies Suddenly



PAUL M. BOWEN

Paul M. Bowen, vice-president in charge of agencies of the Standard Accident, dropped dead suddenly in New York City this week at the home of a cousin. He was a younger brother of Charles C. Bowen, vice-president and secretary of the Standard Accident, and a son of Lem Bowen, the founder of the company.

Mr. Bowen would have been 43 years old on Dec. 23. After serving as a captain in the 329th field artillery in the war, he joined Standard in 1919 and in 1925-26 he was manager of the company's New York branch. He went to Detroit in 1926 and has been vice-president and director since. He was also a director of the Michigan Fire & Marine and the Pilot of Toronto. He is survived by his widow and two daughters.

Department Report Gives Oregon Casualty Experience

SALEM, ORE., Dec. 18.—Casualty miscellaneous premiums in Oregon during 1934, including fidelity, surety and accident and health premiums, totaled \$5,321,455 and net losses paid were \$2,879,876, the report of Commissioner Earle showed. Auto liability premiums, the largest single line, were \$1,566,108, with losses \$1,054,932. Accident and health accounted for 19 percent of all premiums, \$1,046,615. Other premiums and losses are: other liability, premiums \$633,915, losses \$339,996; fidelity and surety \$719,615 and \$300,164; plate glass \$50,036 and \$20,233; steam boiler, \$108,180 and \$5,851; auto collision \$123,266 and \$69,676; compensation \$189,089 and \$116,846; miscellaneous \$209,638 and \$140,191.

The recapitulation record for the past 10 years shows \$51,663,726 premiums and \$28,152,107 losses.

Peterson Assistant Secretary

George E. Peterson was appointed assistant secretary of the Travelers casualty department. He joined as inspector in the casualty department in 1911 and a year later was added to the home office staff. Early in 1921 he became assistant superintendent of the inspection division; in 1923 was transferred to the underwriting department at New York in charge of all compensation and liability underwriting in the greater New York district. In 1931 he returned to the home office with enlarged underwriting duties. He became chief underwriter July 1, 1935, with supervision over compensation and liability underwriting throughout the country.

Important Decision Given in Auto Guest Cover Case

BROAD BASIS FOR RECOVERY

Driver Is Liable for Injuries to Occupants of Car if He Violates
Rules of Road

BOSTON, Dec. 18.—A decision of great importance in relation to guest coverage in litigation arising from automobile accidents, written by Chief Justice Rugg, has just been handed down by the Massachusetts Supreme Court.

In brief it declares that if the driver of an automobile violates any of the "rules of the road" laid down in chapter 89 of the public statutes, gross negligence on his part need not be shown in order for the plaintiff to recover. The plaintiff need only establish the fact that the driver failed to observe the rules. These rules relate to the meeting of vehicles, the passing of vehicles and the proper time to pass, as keeping on the right side, passing to the left of a car ahead and having a clear vision 100 feet ahead.

Decision Sets Precedent

The rules were laid down long before the coming of the automobile but this is the first decision in Massachusetts which makes a violation of them automatically the basis for the recovery of damage. In the so called "guest suits" the rule up to now has been that the guest, in order to maintain an action against the owner or driver of the car, must prove gross negligence on the part of the driver.

Inasmuch as drivers continually violate such rules of the road it is anticipated the courts will be further clogged with suits based on this finding.

Continental Casualty Will Stay in Present Building

The home office of the Continental Casualty and Continental Assurance of Chicago will remain in the Standard Oil building at 910 South Michigan avenue in spite of the publicity that the companies received a few months ago when it was announced that the Northwestern University would raze the Austin building at 111 West Jackson boulevard and erect a new structure specially for these companies. In the negotiations the companies made certain demands which the Northwestern University felt could not be complied with. As time went on it had to make a decision as to what it would do and in order to protect itself it agreed to remain in its present offices. Later Northwestern University consented to meet the demands but it then was too late to retract the steps. It now occupies the eighth, ninth, tenth and eleventh floors of the Standard Oil building. It has a supply and printing department in the Gunther building on Wabash avenue. That office will be moved to the Standard Oil building and will occupy all the second floor, thus giving the companies five complete floors.

New Auto Casualty Rates

The National Bureau of Casualty & Surety Underwriters has issued new rate sheets for the automobile casualty manual, classifying the new automobile models. Most of the new models are being put in the "Y" or highest rated class, indicating the power of the new models. The new light weight "Lincoln," however, called the "Zephyr," has been placed in the "X" class, the first "Lincoln" to be in the medium rated class. The new Studebaker "President" has been placed in the "Y" class, whereas all previous Studebakers of the "President" model took and still take the "X" rate.

"Sudden Death" Article Now in a New Picture

One of the most widely distributed booklets has been a reprint of the article in the "Reader's Digest" by J. C. Furnas entitled "And Sudden Death." This dealt with automobile accidents in a very graphic way and when the August issue came out it attracted great attention. It was used in court for traffic offenders and it was almost sensational in its effect. DeWitt Wallace, editor of "Reader's Digest," was the inspiration for Mr. Furnas' article. Last spring he was in a garage when an emergency case from the road was brought in. He saw the injured person and it made a vivid impression on him. He visualized the reckless driver and the speed maniac and in looking on that mangled form he saw the need for some article that would in all its brutality become realistic in telling about automobile accidents.

New Booklet Is Issued

A new booklet is now issued containing "And Sudden Death," another article by Mr. Furnas entitled "Better Off Dead" that had not been published, and a third article by Ernest N. Smith entitled "How to Avoid Automobile Accidents and Death."

The presentation by Mr. Furnas is gruesome and horrible. Some readers became nauseated on reading Mr. Furnas' article in the "Reader's Digest." The new booklet containing the three articles sells at 25 cents and is published by Simon & Shuster, New York City. Mr. Smith is connected with the American Automobile Association and in his article he analyzes the causes and points out the possible cures of danger confronting both motorist and pedestrian. The title of the new booklet is "Sudden Death and How to Avoid It." Many of the casualty companies are buying these in quantities and distributing them among their agents.

Hearings on N.Y. Compulsory Law Idea Are Now Ended

The joint legislative committee appointed to investigate compulsory automobile insurance and safety in New York has now concluded its hearings. At the final session three speakers were heard, they being H. J. Drake, attorney for the Association of Casualty & Surety Executives; S. N. Schwartz, vice-president General Brokers Association of the Metropolitan District, and Motor Vehicle Commissioner Hartnett.

Most of the usual points in opposition to compulsory insurance were brought out by Mr. Schwartz and Mr. Drake. In addition Mr. Schwartz argued that there was no more reason to provide compulsory insurance for the benefit of those injured in automobile accidents than, for instance, there is for compulsory insurance to indemnify those injured in home accidents.

Judgment for Assessment

Superintendent Pink of New York has secured judgment in the King's county court against 4,026 persons who were policyholders of the Consolidated Taxpayers Mutual, the judgments amounting to \$750,000. These are assessments levied by the insurance superintendent and they have been held proper and valid. The Consolidated Taxpayers Mutual was rehabilitated and in order to put it in shape the assessments were levied.

Discuss Liability Premium

PORTLAND, ORE., Dec. 18.—The Casualty Insurance Association discussed the question of the proper minimum premium to be charged for public liability on logging railroads and the recommendations to be made to the National Bureau of Casualty & Surety Underwriters.

Guest Endorsement Is Now Being Sold

Central Surety Rider Provides Accident Cover for Driver and Guests

SOME STATES DISAPPROVE

Similar Contract Was Recently Submitted to N. Y. Department to Cover Driver's Moral Liability

Publication of the news that one of the large companies has submitted to the New York department an endorsement to the automobile public liability policy that would indemnify guests of the car owner on account of injury or death recalls that the Central Surety of Kansas City, Mo., has been issuing a contract of this type since 1930.

Some of the states disapproved the endorsement of the Central Surety, as being in violation of statutes precluding insuring more than one person for accident and health and because of the omission of accident and health standard provisions. In the states in which the cover was approved or in which approval is not required, the volume has not been large, according to the Central Surety, but the experience on the small volume written has been very satisfactory. The premium charged has been \$10 from the start.

Personal Accident Endorsement

The Central Surety's contract is called "Personal Accident Endorsement." It covers the guests of the car owner and the driver himself.

The policy that was submitted to the New York department is different somewhat in principle. It is not based on the accident and health principle, but is projected as protection for the driver against the moral liability he may feel if those in his car are injured while he is at the wheel. The company that has submitted the endorsement to the New York department feels that a premium of \$15 may be proper.

Text of the Rider

The Central Surety endorsement insures any person (including the named assured and members of his immediate family), not an employee of any assured under said policy, who may be injured, fatally or otherwise, while riding in said automobile while it is being driven by any person (not contrary to law or ordinance as to age or under the age of 14 years in any event) with the express consent of the named assured or of any adult member of his household who is not a chauffeur or domestic servant, provided the person so injured and/or any and all persons who may claim damages for or on account of such injuries and/or death shall, within 60 days from the date of accident, execute a release, in consideration of the payment to him (or his beneficiary if killed) of the indemnity herein provided, releasing the named assured, the driver of said automobile and any person, firm or corporation who may be responsible for its operation from all liability for damages on account of such injuries and/or death, against loss or disability, as hereinafter specified, resulting solely and without other contributing causes from bodily injury sustained by such persons during the life of said policy by reason of the accidental wrecking, overturning, burning, explosion or collision of said automobile with any other automobile or object,

(CONTINUED ON LAST PAGE)

Philadelphia Bond Racket Ended, New Mayor Declares

CONFERS WITH SURETY MEN

Underwriters Association to Arrange Mechanism of Distribution to 20 Qualified Companies

PHILADELPHIA, Dec. 18.—Representatives of 20 companies qualified with the city solicitor's office to write bonds on Philadelphia city employees were called together by Mayor-elect Wilson and told that the "bonding racket" was over in Philadelphia. The bonding business during his administration will be divorced completely from politics, he promised. A plan for dividing the city bonding business has been completed. The bonds will be distributed in alphabetical order to companies on the list, the task of doing so having been started. Companies shortly will receive the forms, he said. All the companies are members of the Towner Rating Bureau. Bonds for city officials, estimated at around \$1,000,000 a year, first will be apportioned on directors and cabinet members, \$25,000 each, and next, the \$10,000 bonds for city paymasters.

License to Be Required

Wilson said he expected commission to be paid by companies, distribution of commissions to be up to companies, the proviso being that agents or brokers must be licensed.

He warned company representatives against paying commission to agents who said they were friends of his, and asked that the names of any such be given him.

The practice under which contractors had been approached by certain agents and informed that if they were given the bond, they would see the bid was accepted, would not be countenanced, he said. Contractors will be told they must file bond written by one of the listed companies, the lowest bidder to get the job.

Surety Underwriters Meet

The Surety Underwriters Association of Philadelphia plans to arrange details for the mechanical end. Meeting after the Wilson conference, they decided some bonds allotted companies necessarily will be "sour" and it was deemed essential that some plan be devised whereby the good and bad business will be divided equally among companies. The association also will devise a reinsurance plan.

Ask National Bureau to Run Chicago Plate Glass Office

Members of the Chicago Plate Glass Service Bureau have presented to the National Bureau of Casualty & Surety Underwriters the proposal that the national organization assume responsibility for the Chicago bureau. The Chicago people decided that the bureau there, which is an independent undertaking, would prove more useful if it were to embrace all members of the National Bureau and such non-bureau companies as might desire to become associate members. At the same time the Chicago people requested the National Bureau to install an inspection and survey department in the Chicago glass bureau and to authorize equity rating and use of the 50-50 plate glass policy in the city.

Report Bank Burglaries

There were 12 bank daylight holdup attacks in November, and 11 night burglary attacks, according to the O. B. McClintock Company's bank crime bulletin. There have been more night burglaries by professionals and more daylight holdups by amateurs, a dangerous combination.

National Bureau Officer Is on Teachers' Program



WILLIAM LESLIE

The American Association of University Teachers of Insurance has asked William Leslie, associate general manager National Bureau of Casualty & Surety Underwriters, to discuss insurance teaching methods at its annual meeting in New York Dec. 27.

London Lloyds Arrangement with Telephone Employees

The fact that London Lloyds, through the Hogg, Robertson & Capel-Cure office, has arranged to write the automobile insurance of employees of the Illinois Bell Telephone Company who desire that insurance has led to the erroneous report that London Lloyds is covering those employees under a fictitious fleet arrangement. The London Lloyds broker in this case states that such report is not true. The broker has circularized the telephone company employees, stating that he is in a position to write their insurance and give them service at advantageous rates. Some of the employees have also been circularized by certain other insurers so that the business is to a certain extent competitive. Apparently the telephone company has an association of employees that passes upon the insurer.

Formerly on Fleet Basis

Until a year or so ago the Illinois Bell Telephone employees were covered under a fleet policy but after the Illinois department issued its ruling against fictitious fleets, that arrangement was abandoned and certain companies were given the privilege of circularizing the employees and dealing with them direct. During the past year most of that business has been written by the Pearl and the Car & General.

There has been some discussion of the fact that London Lloyds is extending, in this way, its direct business in Illinois. The telephone company employees' business has been a target risk for years.

Casualty Actuarial Examinations

NEW YORK, Dec. 18.—The annual examination of candidates for the grade of associate membership of the Casualty Actuarial Society will be held May 20-21 in centers where candidates reside. Secretary Fondiller advises that candidates who have had no insurance experience, or whose experience is confined to life companies, or who have not had one year casualty experience, will not be enrolled as associates, unless they have had a year's experience in casualty insurance. Applications must be filed prior to Feb. 15.

New Retrospective Plan Is Advanced

Scheme Would Be Confined to Risks Paying \$5,000 Minimum Premium

IN PRELIMINARY STAGE

Premium, Based on Experience, Would Slide Between Minimum and Maximum Figures Stipulated in Contract

NEW YORK, Dec. 18.—Certain casualty company executives and their actuaries who have been studying a proposed new method of rating compensation risks, express the belief that it should appeal particularly to large assured who feel they are paying unduly high rates under the existing method. If the plan, which is now in a preliminary stage, were adopted, they say the carriers would exhibit greater liberality in treating many lines now turned down.

The plan contemplated, which is termed "retrospective rating," proposes naming both a minimum and maximum premium. The offer would be restricted to risks paying a minimum annual premium of \$5,000. Such risks, instead of being charged a flat rate with payroll audit adjustment, would be assessed a lower initial figure, say \$4,000 for purposes of illustration, with a maximum charge of say \$7,000, the exact cost to be determined at the close of the policy year, and predicated upon the experience of the period.

Chance to Prove Contention

The feeling is that under such method the assured who now contends that his risk is superior to the general classification would be able to prove his contention, and, if able to do so, would benefit through a reduced premium. On the other hand, if the experience determined his risk was no better, or possibly worse than the average, he would be penalized accordingly. The proposition would offer particular incentive for accident prevention work. Of course, under established practice the assured, rather than the carrier, determines rates since premium charges are based upon classified loss records, plus operating expenses. The assured appreciates this fact only in a general way, and there is not the same inducement to apply accident prevention methods that there would be if he knew that any reduction in his loss cost would accrue to his benefit directly and immediately and could readily be checked. The experience rating plan some assured feel, is not sufficiently elastic to satisfy them, nor is the experience data brought up to a recent enough period.

From the company point of view, the theory is that under retrospective rating companies would be more willing to accept risks of the borderline type. If there were serious doubt that a flat charge of \$5,000 would be sufficient the line might be rejected but if the carrier could charge up to \$7,000 should the record warrant, the line might be taken.

The scheme will probably be in shape for formal presentation to the companies soon. Refinements will doubtless be suggested, sponsors realizing that in its existing form it is far from being complete.

N. Y. Compulsory Inspection Bill

Senator McCall announces that he will introduce in the New York state legislature after it convenes Jan. 1, a bill to provide for compulsory inspection of all motor vehicles in the state.

Air Hygiene Foundation Is to Study Hazard of Dust

Air Hygiene Foundation of America has been formed by a group representing various industries, with headquarters in Pittsburgh, to conduct investigations of and to stimulate research on problems in the field of air hygiene and to gather and disseminate factual information. It will cooperate with other agencies in this field and will collaborate in the coordination of research efforts. An investigation has been begun at Mellon Institute of Industrial Research, Pittsburgh, under support of Air Hygiene Foundation, in which the hygienic, technologic, and economic aspects of air contamination, especially by dust in the industries, will be studied.

Meller to Be in Charge

H. B. Meller, managing director of Air Hygiene Foundation, will head this investigation. Mr. Meller has been active in research on air pollution since 1920. During the past 15 years he has been in charge of the program for the abatement of smoke and dust in Pittsburgh, and since 1923 he has headed the air pollution investigation at Mellon Institute.

He will be aided by Dr. F. F. Ru-

pert, who has made studies of air pollutants and especially of dusts.

The medical adviser will be Dr. S. R. Haythorn, professor of preventive medicine in the University of Pittsburgh.

TO STUDY SILICOSIS

H. L. Martin, Los Angeles local agent has been appointed chairman of a committee of the Los Angeles Chamber of Commerce which has been formed to make a study of silicosis in the mining industry. It is expected that public hearings will be conducted by state officials early in January.

STUDY SILICOSIS PROBLEM

BOSTON, Dec. 18.—Insurance companies, tuberculosis associations, organized labor and employers groups have combined with a federal WPA project for an intensive study of dust control in the granite industry and a most exhaustive silicosis research has begun in the granite center of Quincy, Mass. Silicosis has brought about some acute situations in New England. It dooms about one-third of all granite cutters to death from tuberculosis and has jumped compensation rates in the industry to \$18 per \$100 of payroll. Inability to secure coverage during the past few years has severely handicapped the in-

dustry. The Massachusetts Federation of Labor presented Dr. Alice Hamilton, in charge division of industrial poisons United States department of labor, a plan whereby federal funds might be used to save lives of granite cutters by installation of dust control machinery so that workers need not be forced into retirement to save their lives.

Pays Off Its R. F. C. Loan

The old National Surety has paid off its R. F. C. loan by obtaining a loan from the Bank of New York & Trust Co. at a more favorable rate of interest. It will result in a saving of \$40,000 a year on interest charges to its creditors. When the old National Surety was taken over for rehabilitation, the R. F. C. loan was about \$12,000,000. This has been reduced to approximately \$2,000,000 by liquidation of the collateral. The indebtedness was solely an obligation of the old National Surety and in no way involves the National Surety.

Papers have been filed at Columbus, O., asking for the incorporation of the **Shawnee Mutual** of Lima, to write liability, disability, auto, steam boiler, use and occupancy and miscellaneous insurance. The application has been approved by the attorney general. Among the incorporators is H. L. Solomon, head of the Colonial Finance Company of Lima.

Midwest Protective, Chicago, in Difficulties with State

Action against the Midwest Protective Association of Chicago has recently been begun by Attorney General Kerner of Illinois in a quo warranto proceeding in Cook County circuit court contesting the company's charter.

The action charges that the association, which is chartered under Illinois laws as a non-profit organization, is in fact conducting an insurance business, providing insurance against loss by burglary or theft.

The association, located at 160 North La Salle street, is providing coverage on robbery, burglary and fraudulent checks on assessment basis. The company lists itself as a crime protective association and does not operate under the jurisdiction of the Illinois insurance department.

The association began business Aug. 19, 1935. As explained by its officers, it provides protection for small shop owners not able to afford insurance. Its coverage is written on an aggregate yearly basis, with a maximum of \$250 on robbery and burglary, and \$25 on fraudulent checks.

Claims 2,000 Members

The organization now claims 2,000 members in Illinois, while a similar association in Iowa has a membership of more than 15,000. Assessments on members in Chicago are at the rate of \$2 per month, while outside Chicago they are \$1.25 a month. In addition to the assessment charges, new members must pay a filing and registration fee of \$1.50 and an investigation fee of \$1.50. Applications are taken on small grocery stores, confectioneries, beauty parlors and various small shops.

Officers of the association are as follows: B. W. Robinson, president; K. T. Katooles, secretary-treasurer, and T. B. Cantwell, sales manager.

Say Conclusions Were Erroneous

The schools committee of the Ohio house gave a hearing on the question of state insurance for schools and school buses. Representatives of the insurance companies presented a lengthy document on each subject, in which it was declared that the conclusions reached by the Sherrill committee on these questions were erroneous.

Lloyds Licensed in Alberta

Lloyds of London have secured permission to do business, except life and hail, in Alberta, without the customary deposit for the benefit of Canadian policyholders. Earlier this year an application to the Alberta government was turned down, but there has been a change of government, and the original terms have been modified so that actions will be submitted to Canadian courts, and in other respects some provincial control over the business has been established. Lloyds is already registered in Quebec and Ontario.

Pay on Defunct Company

Commissioner Withers of New Jersey announced payment of a dividend to creditors and stockholders of the defunct Washington Casualty, Newark. He said creditors will be paid in full and stockholders will receive final liquidating 13.8 percent return on their investment. When the department took over the company it had assets \$365,000 and pending claims \$1,250,000.

Authorizes Dividend Payment

Judge Lummus of the Massachusetts supreme court has authorized the receiver of the Atlantic Mutual Casualty to pay a first dividend of 20 percent. The receiver reported he has on hand \$17,248 to pay the dividend. Total claims are \$46,939.

John Parks, Cleveland manager of the Royal Indemnity, spoke to the Stark County Teachers Association at Canton, O., on "Street and Highway Safety."



Heartiest Christmas Greetings and
Best Wishes for a Happy New Year to
every member of the insurance fraternity.

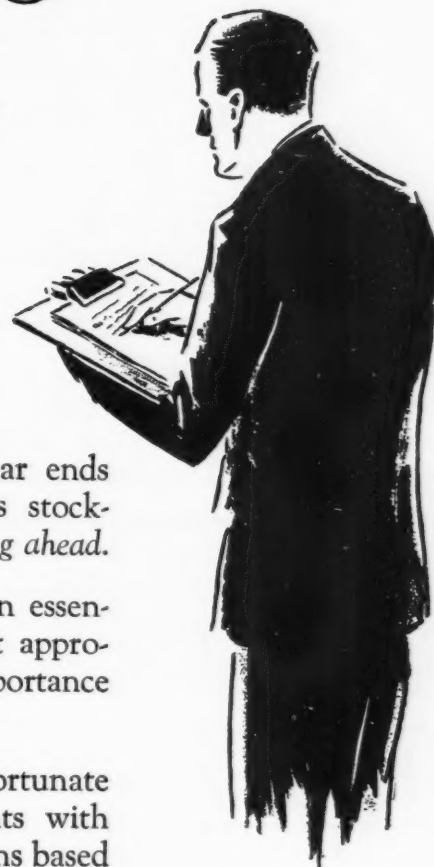
AMERICAN SURETY COMPANY

of New York

NEW YORK CASUALTY COMPANY



Inventory Time...



IN MOST INSTANCES the fiscal year ends with the calendar year. This means stock-taking, balancing the books — and *looking ahead*.

Since insurance protection plays such an essential part in business security, it is most appropriate to emphasize at this time the importance of an insurance inventory.

Ætna representatives are particularly fortunate in being able to provide their clients with sound and all-inclusive recommendations based on thorough, fact-finding surveys of existing hazards and effective protection.

This method of determining proper insurance balance is known as "The ÆTNA PLAN of Insurance and Bonding Protection." It is appreciated alike by producer and assured.

If you would like to know how the ÆTNA PLAN helps to increase a producer's prestige and build business on a solid foundation, address your inquiry to the nearest Ætna supervising office or to the Home Office.

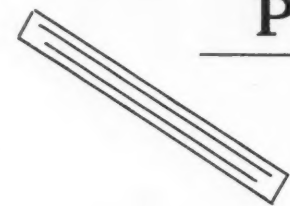


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Financial Stability

SURPLUS—It is rather unusual for an Insurance Company to have a Policyholders Surplus greater than its Liabilities, and Admitted Assets more than twice all Liabilities.

An Important Item — Seldom Considered.

ILLINOIS CASUALTY COMPANY

J. L. PICKERING, President

SPRINGFIELD

Exclusively Automobile Insurance

ACCIDENT AND HEALTH FIELD

Knocks Out Hospitalization

California Court Holds Company Cannot Engage in a "Learned Profession" Under State Law

The California circuit court of appeals has reversed the opinion of the superior court, San Francisco, and has ruled an insurance company cannot write group or individual medical service or hospitalization contracts. The decision resulted from an application made by the Pacific Employers, Los Angeles, to write such business, particularly on the group industrial plan with large employers as policyholders. Commissioner Carpenter had refused to permit the company to write such business on the grounds that it was prohibited under California law. The company carried the case to the superior court, which instructed Commissioner Carpenter to grant the permit. He then carried the case to the higher court.

The court states that the law strictly prohibits any corporation from engaging in a "learned profession" either directly or indirectly. The Pacific Employers proposed to write health insurance for employers covering employees with doctors and dentists under contract to render the service.

Reinsurance Plan Is Weighed

Committee of Bureau of Personal Accident & Health Underwriters Presents Preliminary Plan for Pool

NEW YORK, Dec. 18.—As chairman of a sub-committee of the underwriting committee of the Bureau of Personal Accident & Health Underwriters, J. F. Lydon, Ocean Accident, presented his report at a gathering of committee members. The report covered the progress of the sub-committee in its study of a proposed arrangement for reinsuring the excess liability of the companies under the indemnity feature of accident policies.

While the liability of this feature, if distributed upon some agreed basis among a group of carriers, would not be heavy, it sometimes bears hard upon individual companies, since the reserves required to be set up run into high figures. The intended plan is still incomplete, and will be pondered further by the committee before its submission to the Bureau membership as a whole. It is not contemplated that the association, if formed, disturb existing treaties of direct writing companies, but would assume only the excess liability of the direct writing office beyond such limits as may be decided upon.

The annual meeting of the Bureau will be held some time in the Spring. The committee to arrange for the gathering consists of: F. Robertson Jones, F. D. White and R. M. Brann, and E. H. O'Connor, ex-officio.

Hemingway to Kansas City

Franklin W. Hemingway, Monarch Life, Chicago, has been promoted to general agent and manager of the Kansas City branch, covering western Missouri and eastern Kansas. Mr. Hemingway started his insurance career about four years ago with the Equitable of New York and was located in both Baltimore and Chicago for that company before joining the Monarch Life earlier this year. The appointment is effective Feb. 1.

Thomas Leads Again

In November the William L. Thomas agency at Los Angeles of the Massachusetts Bonding's accident and health department, led the company for the seventh month this year.

Unfair Competition Is Topic

Objectionable Tactics Used by Accident and Health Agents in Michigan Are Told

DETROIT, Dec. 18.—The principal objections that the department has against activities of some accident and health agents in Michigan were outlined by R. M. Wade, comptroller Michigan Mutual Liability and former deputy commissioner, before the Detroit Accident and Health Insurance Club. His topic was "Unfair Competition." R. H. MacKinnon, agency director, Massachusetts Bonding, presided.

Many unlicensed companies make extravagant promises which they fail to fulfill and many of them have poor claim paying records. The fact they must be sued in their home state makes it difficult to collect contested claims, he pointed out. A principal source of complaints against unlicensed companies and their agents is that some of them circulate printed matter claiming they are the biggest, best and finest companies.

An objectionable activity of some companies in educating their agents is to stress certain selling points in their contracts in a manner leading the prospect to believe that the company is the only one writing a certain form of policy, when as a matter of fact, most of the companies have the same or similar contracts.

Some companies misrepresent noncancellable coverage, he asserted. He cited one of the licensed companies which has omitted clause 16 of the standard provisions for noncancellable insurance and has inserted instead a clause that at first glance looks like the standard provision but in reality makes the contract noncancellable only for the term the policy is written and makes it renewable at the company's option. The policy is claimed to be noncancellable. Naturally, this so-called noncancellable policy can be written at a much lower premium.

Mr. Wade urged accident and health salesmen to sell their coverage for what it really is and does, to forget special features and sell the contract as a whole, explaining provisions simply and fully to prospects.

Effect of Violation of Law

Leeming Analyzes Exception to Risk in Accident Policies and Double Indemnity Clause

Because of the mounting toll of automobile fatalities the violation of the law as an excepted risk under personal accident policies and under the double indemnity clause is becoming an increasingly important subject to insurance attorneys according to Tom Leeming, of Eckert & Peterson, who spoke at the monthly meeting of the Chicago Life Insurance Lawyers club.

Mr. Leeming expressed the belief that the insurer should be protected from liability on a hazard which it never intended to cover and which it specifically excepted from the risk.

Where Violation Is Trivial

"There are those cases where the violation is trivial," he pointed out, "such as rounding a corner at 10 miles an hour instead of eight, as may be required by statute, coming to stop without signaling, etc., when the technical violation of the law should not result in loss of benefits of the policy. On the other hand, there are cases where the violation of the law is flagrant and reckless, such as driving while seriously intoxicated or at a terrific rate of speed considering the condition of the way.

"It will be largely within the province

of insurance lawyers to determine just where, between the two classes of cases, the line of equity and justice should be drawn."

Previously, he said, the clauses were of a somewhat limited application because they were held to cover only losses sustained while the insured was engaged in the violation of some criminal statute such as murder, robbery, etc. But the doctrine of non-liability spread to classes of cases where the breach of law did not constitute a felony, but amounted to only a misdemeanor. Such were the unpremeditated assault or affray cases.

This doctrine developed rapidly. Defenses were sought to be interposed based upon such states of fact as that the insured sustained injury or death as a result of transporting liquor illegally, hunting on Sunday contrary to the game laws, drinking cocktails made of denatured alcohol, failing to halt when commanded by an officer, carrying concealed weapons on the person, trespassing on railroad property, etc. Most of these defenses were unsuccessful but the doctrine continued to grow in spite of reverses and received great impetus from the invention and universal use of the automobile.

Decisions Not Uniform

Although the decisions are neither uniform in their conclusions nor harmonious in their reasoning, Mr. Leeming stated that death while violating the law will not ordinarily absolve the insurer from liability unless the policy so provides, unless a question of public policy is involved and usually the incontestable clause has no application for the reason that the risk has never been assumed. Where there is no dispute as to the facts, the question of whether there has been a violation of the law is one for the court, but where there is a conflict in the evidence the question becomes one for the jury.

He cited cases indicating that exceeding the speed limits, either in city or open country, either on straight road or while rounding corners will bring the occurrence within the exception from the risk.

Adjust "Point of View"

BOSTON, Dec. 18—"Insurance companies do not adjust claims, they adjust the point of view of the claimant. When all the facts are known, the claim is usually a definite determinable amount,

scarcely subject to alteration, but the claimant's opinion of what that amount should be may have to undergo some modification," Clyde W. Young, president Monarch Life, declared in an address before the Boston Life and Accident Claim Association.

Detroit Congress April 17

DETROIT, Dec. 18.—The Accident and Health Sales Congress, sponsored by the Detroit Accident and Health Club, will be held April 17 in order to stimulate salesmen to greater efforts in their sales drive during National Accident and Health week, April 20-25, R. M. Rowland, accident and health manager National Casualty and chairman committee in charge, states.

N. Y. Christmas Party

The entire executive committee of the Bureau of Personal Accident & Health Underwriters as well as many home office managers attended the annual Christmas party of the New York Accident & Health Club. H. A. Usher, first vice-president, was in charge of arrangements. Sixteen acts were staged by Broadway stars and radio talent.

Establish Chicago Office

H. J. Halstead, vice-president of the Industrial Casualty of Bloomington, is establishing a branch office in Chicago in the Hotel La Salle building, of which he will be in charge. W. W. Madden who has been active in Chicago insurance circles will be assistant manager. The Industrial Casualty specializes in accident and health insurance and is pushing a broad form of automobile accident policies.

Reduced Minimum Age

The Aetna Life announces that it has reduced the minimum age limit to 16 years for acceptable risks for its capital and life and limb accident policies. The maximum principal sum that will be issued to persons between ages 16 and 18 is \$5,000.

A report of the Chicago Accident & Health Club's meeting is given in the sales department on Page 28.

promise whereby claims against the New Jersey Fidelity & Plate Glass, Newark, aggregating more \$6,000,000 will be allowed \$2,425,000. Mr. Withers stated a feature of the transaction was that the interests and activities of numerous and widely scattered bondholders had been successfully merged into one plan of settlement. A feature of the agreement is a provision for the combined bondholders' committees to indemnify the liquidating corporation for any excess claims filed by nonparticipating bondholders.

Gibraltar Casualty Reinsured

The Farmers Automobile Inter-Insurance Exchange of Los Angeles has reinsured all of the casualty business of the Gibraltar Casualty Association of Los Angeles. The Gibraltar Casualty retains its fire business. The status of the Gibraltar Casualty has been uncertain for some time.

Equitable C. & S. Dividend Paid

NEW YORK, Dec. 18.—Creditors of the Equitable Casualty & Surety, taken over by the department for liquidation five years ago, have received a 5 percent dividend. A total of \$215,000 went to 13,000 parties. This is the second dividend. The first, totaling \$616,000, was paid in August, 1934. A further dividend

will be paid before liquidation is completed. Beginning business in 1924 the company wrote bail bonds and taxicab bonds freely, and when it was taken over by the department, it was defending 12,000 suits arising out of taxicab accidents, all of which have now been settled or adjudicated.

Aetna Companies Pay Extras

The Aetna Life, Aetna Casualty and Automobile of Hartford have all declared extra dividends as well as the regular quarterly dividends.

The Aetna Life is paying the regular dividend of 15 cents and an extra of 20 cents.

The Aetna Casualty is paying the regular of 50 cents and an extra of \$1.

The Automobile is paying the regular dividend of 25 cents and an extra of 20 cents. All are payable Jan. 2 to stockholders of record Dec. 14.

Republic Mutual Licensed

The Republic Mutual has been licensed in Ohio having offices at 30 East Broad street, Columbus. It will specialize in group hospitalization. It will also write automobile insurance. The hospitalization policy provides service anywhere in the country. Charles E. Nixon is president and D. Connelly, chairman of the board. J. E.



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Wishes You All a Merry
Christmas and a Happy,
Prosperous 1936

NEWS OF THE COMPANIES

Two Charters Are Granted

New Massachusetts Companies to Write Casualty Lines—One Is Stock Other Mutual Company

BOSTON, Dec. 18.—Charters were issued this week by the Massachusetts secretary of state to two new companies. The North American Insurance & Bonding, Boston, will write automobile liability and surety bonds and will have paidup capital \$300,000 and net paid surplus \$500,000. Directors are: A. S. Guy, Newton, president; Edgerley Thornburg, Boston, treasurer; P. C. Ryan, Boston, secretary; Day Baker, Boston; R. T. Cleveland, Plymouth; S. S. Getter, Boston; I. S. Neilson, Wellesley; E. W. Hawkins, West Newton; C. E. Baker, Brookline, and R. D. Mann, Cambridge.

The Commonwealth Mutual Liability, Boston, will write automobile liability under the compulsory law with a guaranty capital \$25,000, par value \$100, 3½ percent noncumulative stock. Directors are E. C. Annis, Allston, president; A. E. Skillings, Newton Center, vice-president and treasurer; I. B. Lotkin, Roxbury, secretary; F. J. Carey, Brighton; David Hurwitz, Cambridge; Alexander Jones, Dorchester; Max Perlstein, Braintree, and G. S. Ryan, Belmont.

Michigan Business Ahead

American States of Indianapolis, with Two Branches in State, Records Increase of 80 Percent

Since the enlargement of the personnel in the Michigan branches of the American States located at 1516 Olds tower, Lansing, and 1036 Lafayette building, Detroit, the company has enjoyed a very favorable increase in business, which amounts to approximately 80 percent for the year of 1935.

The Michigan business is under the supervision of W. E. Niven, vice-president and Michigan manager, who is assisted in the field by P. J. Trout and in the Detroit branch by S. E. Shepherd. E. E. Humpsch is the Michigan claim manager, and the Detroit claim office is in charge of R. H. Seacat.

Judging from the large number of new agency appointments that have been made, the company expects that 1936 will also show a substantial increase in business.

Agreement Is Reached

NEWARK, Dec. 18.—Commissioner Withers of New Jersey has, after months of negotiating with bondholders' protective committees, with the approval of the court of chancery, negotiated a com-

Johnston is vice-president; L. E. Anderson, secretary, and C. E. Cook, treasurer.

Ask Coast Surety Receiver

Receivership of the Coast Surety, Los Angeles, has been applied for by Commissioner Carpenter of California. Examination of the company was started and findings were such as to warrant the filing of an application for a liquidation order. The company has been placed in the hands of the division of insurance as conservator pending completion of the examination and final hearing. Meanwhile company officials endeavored to secure additional funds but have apparently failed.

Report on Glens Falls Indemnity

The New York department has released the examination of the Glens Falls Indemnity as of June 30, showing assets \$8,448,977, premium reserve \$3,047,406, loss reserve \$3,001,238, capital \$1,000,000, net surplus \$976,932.

Resumes Dividend Payment

The Seaboard Surety of New York has declared a dividend of 2½ percent on its stock, thus resuming dividend payments which were suspended three years ago.

Casualty Company Notes

The Connecticut Indemnity has been admitted to North Dakota.

The Inland Bonding of South Bend, Ind., has been licensed in the District of Columbia.

Associated Insurance Fund, holding company for the Associated Indemnity and the Associated Fire & Marine, has announced a 10 cents a share dividend which is expected to be adopted as the semi-annual rate.

Much Interest in Study of Occupational Rating Theory

NEW YORK, Dec. 18.—Members of the National Bureau of Casualty & Surety Underwriters are supplying the loss data under automobile policies according to occupations of assured, in so far as this information is available. It will be some time before the material furnished is sufficiently broad either as to number of claims or of states, to justify sound conclusions. Some months ago the bureau sought the data for a limited number of states, feeling these would suffice to indicate general trends. The material received, however, was too meager to be of much value, and its extension into further states was called for and is now being furnished.

D. St. C. Moorhead, vice-president and secretary of the United States Casualty, has been making a middle western trip.

C. W. Hobbs, special representative of the National Association of Insurance Commissioners on the National Council on Compensation Insurance, has filed a voluminous memorandum regarding the social security act and kindred state legislation. This deals with the subject in various aspects and is regarded as authoritative.

Gordon H. Campbell, Little Rock, Ark., local agent, has been elected first vice-president of the Little Rock Chamber of Commerce.

Henry Collins, United States manager of the Ocean Accident, and C. W. G. Bailey, agency manager, are again in New York after a week's trip among representatives in the central west.

The head office of the Employers Mutual Liability and Employers Mutual Indemnity of Wausau, Wis., has gotten out the second issue of its book, "Symposium on Silicosis," which is a transcript of the forum that was held in connection with the Trudeau School of Tuberculosis at Saranac Lake, N. Y. It is edited by Claims Manager B. E. Kuechle of these companies. The symposium lasted for five days and covered the subject in a comprehensive way, there being many medical and other authorities on hand. The book is sold at \$3.

Nearly 1,000 are expected to attend a luncheon in Chicago Thursday of this week for Peter J. Angsten, chairman of the Illinois industrial commission. Attorney T. A. Murphy, who is connected with the Chicago corporation counsel's office, is in general charge. John E. O'Brien, General Accident, is in charge of the insurance participation. The four governors of Illinois, Lowden, Small, Horner and Dunne, under whom Mr. Angsten has served on the industrial commission, have been invited.

"Showboy," Kentucky bred black gelding, owned by B. G. Wills, vice-president Fireman's Fund Indemnity, has again acquitted itself with honor, winning the Palace Hotel trophy in the three-gaited class in the recent San Francisco horse show, placing second in two other three-gaited classes, fourth in the three-gaited stake class and fourth

CASUALTY PERSONALS

in another three-gaited class. "High-River" six-year-old thoroughbred of Robert B. Crofton, Pacific Coast vice-president and manager of the General Reinsurance, was also a winner, taking the Bay Meadows trophy in the hunter class and second in the trail class.

Two members of the staff of the New York office of the U. S. F. & G., having completed 25 years service with the company were feted at a luncheon in that city and were presented with silver vases and silver dishes. They are E. J. O'Shaughnessy, trust officer, and S. F. Hedges, head of the judicial department. K. H. Wood was toastmaster.

Clarence Hatch, vice-president Michigan Mutual Liability of Detroit, and Mrs. Hatch have returned from a month's stay in Bermuda.

About 125 Chicago agents and employees of the United States Fidelity & Guaranty gathered at a luncheon Wednesday of this week in honor of J. Dillard Hall, who has been co-manager of the U. S. F. & G. at Chicago and is now leaving to become assistant agency director at the head office. Mr. Hall was presented with a traveling bag.

F. J. O'Neill, president of the Royal Indemnity and Eagle Indemnity, was guest of honor at a dinner in Chicago Monday evening attended by 20 em-

ployes of his companies there and some of the leading local agents. Mr. O'Neill stopped at Chicago on his way back to New York from a trip to the Pacific Coast. He was accompanied by Secretary J. B. Clancy of the two companies. Mr. O'Neill recently completed 20 years in the service of the Royal Indemnity and the occasion was marked by a dinner in New York. From Chicago, Mr. Clancy and Mr. O'Neill went to Cleveland on their way to New York. George Childs of the Childs & Wood agency was toastmaster at the Chicago dinner.

The Casualty & Surety Club of New York is holding its annual formal dinner and Christmas party Thursday evening of this week.

Announcement is made of the engagement of Mildred Watkins, daughter of Mr. and Mrs. W. W. Watkins of Savannah, Ga., and Evanston, Ill., to Bruce W. Kenyon of Lake Forest, Ill. Mr. Kenyon, who graduated from Kenyon college, O., just recently, joined the staff of Chicago Lloyds, of which his father, R. E. Kenyon is president, and his brother, R. E. Kenyon, Jr., is vice-president.

L. I. Lofgren of Detroit, who was due to arrive in Chicago this week to take up his new duties as superintendent of the bond department in the Chicago office of the Aetna Casualty, was taken ill last week and was operated upon at a hospital in Detroit. He is reported to be making a satisfactory recovery. Mr. Lofgren has been head of the bonding department in the Detroit office of the Aetna Casualty.

WORKMEN'S COMPENSATION

Minnesota Commission Back

Casualty Acquisition Cost Conference Puts Scale Back Where It Was Before

The Casualty Acquisition Cost Conference announces that it has restored the regular compensation scale of commission in Minnesota to go into effect with the new rating schedule effective Dec. 1. When the officials and the executive committee of the National Association of Insurance Agents met in New York City, W. Eugene Harrington of Atlanta, chairman of the workmen's compensation committee and C. F. Liscomb, a member of the committee and also one of the executive committeemen of the National association, held a conference with the Acquisition Cost Conference and after discussion the regular commission was restored. Earlier in the year the Minnesota Compensation Board refused to allow the rate filings that had been requested by the rating authorities and the maximum acquisition cost was cut 4.5 percent.

Would Survey Disease

ST. PAUL, MINN., Dec. 18.—A bill was introduced in the Minnesota legislature calling for the creation of an interim commission to study occupational diseases in industry.

Occupational Disease Rates

NEW YORK, Dec. 18.—Subject to such amendments as circumstances may dictate, General Manager L. S. Senior of the Compensation Insurance Rating Board, advises, occupational disease rating plans now in force in this state will continue until March 1 with the proviso that carriers file with the board all information as to claims reported and reserves established.

● Equip yourself for 1936 by filling in the enclosed subscription card today!

To Hear Michigan Bond Suit

Federal Court Denies Home Indemnity's Petition for Dismissal of Case Involving \$25,000

LANSING, Dec. 18.—Action brought by the attorney-general in federal district court at Detroit, designed to collect on the \$25,000 bond furnished the Southern Surety by the Home Indemnity as protection of the former carrier's workmen's compensation liability in this state, is to be allowed to continue to hearing, Judge Ernest O'Brien having denied petition of Home Indemnity counsel for dismissal of suit until there has been a hearing.

The Home Indemnity posted bond for the Southern Surety in June, 1931, in compliance with a department ruling that all carriers admitted from New York provide this added protection as was being required by the New York department for all out-of-state carriers. The Southern Surety had been active in Michigan with a good sized compensation and bond business when it was placed in receivership in March, 1932.

The bond, running to the state, brought the attorney-general into the picture in an effort to collect the \$25,000 and distribute it pro rata to those entitled to compensation payments. The Home Indemnity's position, however, is that the bond should not apply to any cases except those in which the losses occurred after issuance of the bond. This would eliminate most of the compensation liability, it is said.

Proposes 3-Way Action on Illinois Unterminated Risks

W. C. Eaton of the Zurich has called a meeting for Thursday afternoon of this week of his committee that was appointed to suggest a solution to the problem of unexpired liability under workmen's compensation policies in Illinois. Under an Illinois law passed in

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1929, companies must give 10 days notice to the Illinois industrial commission of expiration of compensation policies. This has not been done in thousands of cases and the lower courts have held that the company is liable until notice of termination is filed.

Mr. Eaton appointed a committee of nine in addition to himself. He has sent a memorandum to the members asking that they obtain authority from their head offices to take a position on several suggestions that are to be made on Thursday.

Mr. Eaton proposes that action be started simultaneously on three fronts. He would have the companies finance the cost of clearing the files in the offices of the Illinois industrial commission of certificates of insurance on dead poli-

cies. He would also start drafting a bill to repeal the 1929 law and set up acceptable substitute legislation. He would also sponsor court action in an attempt to knock out the 1929 law.

Proposes State Fund

BOSTON, Dec. 18.—A state fund to provide compensation for all workers over 45 years of age was proposed by Governor Curley of Massachusetts in a radio address to enable them to secure employment despite advancing years. The governor stated he would embody the idea in his message to the next legislature. Employers have dropped older workers because companies refuse to write compensation policies on them, he said.

CHANGES IN CASUALTY FIELD

Changes Are Made in Detroit

United States Fidelity & Guaranty Promotes M. A. Schap; Appoints H. C. Buck

DETROIT, Dec. 18.—M. A. Schap, associated with the local branch of the United States Fidelity & Guaranty the past five years, will be transferred Jan. 1 to Milwaukee to take charge of the judicial inspection department for the states of Wisconsin, Minnesota and the Dakotas. He joined the Detroit branch in 1931 as adjuster and later became a special agent.

H. C. Buck, special agent Employers Liability the past six years, has resigned this connection and will join the company Jan. 1 as special agent under C. L. Hoffman, state superintendent of production. Mr. Buck will confine his efforts chiefly to Detroit and eastern Michigan. Before joining the Employers, he was special agent U. S. F. & G. in Grand Rapids.

Report Business Direct

The Shelby Mutual Plate Glass & Casualty announces that beginning Jan. 1, all automobile and general casualty business written by its agents in Pennsylvania and Maryland will be reported direct to the home office at Shelby, O., instead of to the office of Swigart Associates in Pennsylvania. Plate glass insurance in these states continues with the Swigart organization, as state agent, handling all details. J. L. Macdonald of the Swigart organization will be the company's field representative in these two states handling the automobile and general casualty line. The change is said to have been due to a need for closer contact.

Markel Service Appointed by Associated Indemnity

Completion of a contract with the Markel Service to represent the Associated Indemnity for liability and property damage on highway freight carriers and passenger carrying busses in accordance with new federal and California laws, is announced. The Markel Service recently established an office in San Francisco and will open a branch in Los Angeles, President C. W. Fellows of the Associated stated. The arrangement replaces the previously announced participating plan in which two brokerage firms were to act as general agents. A higher rate of commission will be paid brokers and agents than under the other plan.

Markel Service will maintain complete inspection, highway patrol and 24 hour claim service. Rating will be on individual merit, with subsequent modification in line with experience, for smaller risks merit rating to be applied at the end of 12 months and for larger risks at the end of six months. Policies will be issued by the Associated Indem-

nity for both standard and excess limits, reinsurance being carried by a well known reinsurance company. The company will accept no highway carrier business except through Markel Service.

Ames Is Associate Michigan Manager for Lumbermen's

DETROIT, Dec. 18.—W. M. Ames, former vice-president of the defunct Central West Casualty, has been appointed associate Michigan manager for the Lumbermen's Mutual Casualty of Chicago. He will confine his efforts largely to Detroit and Wayne county, enabling G. W. Peterson, who has been Michigan resident manager for the past year, to spend more time developing outstate business.

After having operated a general insurance agency in Grand Rapids a number of years ago, Mr. Ames became secretary-treasurer of the Michigan Automobile, which was later absorbed by the Central West Casualty, of which he became vice-president. A year ago he joined the Dallas S. Kelsey agency in Detroit as manager. The Lumbermen's has established a complete claims adjusting service in the state under the supervision of E. D. Alexander, insurance attorney.

Pratt with Preferred

BOSTON, Dec. 18.—Howard Pratt, with the Employers Liability since 1912, has been appointed public liability underwriter with the New England office of the Preferred Accident of which Robert L. Goodale is manager.

G. E. Patterson to Chicago

George E. Patterson has been transferred from the Newark branch of the Metropolitan Casualty and the Commercial Casualty to the Chicago branch, as surety underwriter under P. S. Pedersen, manager of the bond department in Chicago. Mr. Patterson has been with the companies for about 10 years.

Discloses Publicity Campaign

DETROIT, Dec. 18.—H. S. Ives, special counsel Association of Casualty & Surety Executives, disclosed that plans have been completed by his organization for a nationwide publicity campaign, directed both at the agents and at the public, at a meeting of prominent agents. Walter Halla, president Detroit Association of Insurance Agents, presided over the session which 20 leading Michigan agents attended. President J. W. Mundus, Ann Arbor; Executive Secretary George Brown and several directors of the Michigan association as well as officers and directors of the local board were present.

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FIDELITY AND SURETY NEWS

Refuses to Pay Premium in Nebraska Receivership Row

LINCOLN, NEB., Dec. 18.—Superintendent Saunders of the state banking department has notified State Bank Receiver Luikart in charge of most of the failed state banks, that his department will hereafter refuse to pay any portion of the premium on joint and blanket bonds covering assistant receivers and other employees of the state receivership. The letter was issued under directions from Governor Cochran, and followed upon the heels of the refusal of Mr. Luikart to give any information as to these bonds and also as to fire insurance carried on failed bank assets, mostly buildings. Luikart was formerly head of the banking department, but has resisted the governor's demand that he vacate also the receiverships, to which he was appointed originally because he was in charge of all state banks. Saunders upbraids Luikart for his policy of withholding all information as to his department from the public. Luikart has

refused to resign, even though the legislature demanded that he do so, on the ground that he was appointed by the courts. The governor has indicated that he desired this bond business to be written by local agents in the towns where banks are located, while Luikart had followed the directions of the last governor who appointed him that it be distributed from a chosen list of eligible agents.

Will Revamp Nebraska Law

LINCOLN, NEB., Dec. 18.—Governor Cochran told the annual convention of county commissioners that if the bonding companies are successful in invalidating in the courts the state monopolistic public official bonding law, he would pledge the support of his administration for another law that would contain no legal defects. He did not indicate that he would call a special session, and if he waits till the regular session he may be out of office and in any event, instead of a democratic legislature, he will have on his hands one elected on the non-political ballot. The



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present law barely got through the senate, after the house had overwhelmingly voted for it, out of pique over complications connected with a renewal of State Treasurer Hall's bond.

Cut Gasoline Bond Rates

DETROIT, Dec. 18.—Michigan surety people are not well pleased with the trend in gasoline wholesalers' bonds guaranteeing tax payment to the state. Bureau companies have been quoting \$20 per thousand. Several cutrate companies have attempted to cover the business by a \$16 per thousand rate. These attempts have been fairly successful among the smaller wholesalers and fleet owners carrying wholesalers' licenses.

Guest Endorsement Is Now Being Sold

(CONTINUED FROM PAGE 31)

provided such accident is covered under said policy.

If the bodily injury alone shall cause any of certain enumerated losses within 30 days from the date of accident, the Central Surety undertakes to pay, in lieu of all other indemnity, the indemnity specified in the endorsement for such loss. There is \$1,500 indemnity for loss of life, \$1,500 for loss of both hands, \$1,500 for both feet, etc., \$750 for loss of one hand the same amount for loss of one foot and \$525 for loss of sight of one eye.

The company agrees to provide \$4 daily indemnity not exceeding six consecutive months for total disability. For partial disability, the Central Surety will pay \$2 per day, not exceeding one month. Indemnity will be paid for the cost of medical or surgical treatment not exceeding \$50 and hospital indemnity of \$100 per month for a period not exceeding one month.

Endorses the Plan

The following communication on the subject is from John F. Zimmer, agent in Lincoln, Neb.:

"In your issue of Dec. 5 you have an article captioned 'Proposed Rider to Cover the Guest.'

"We think this is the most sensible suggestion made for some time in connection with automobile liability. We endorse this plan heartily and believe that if an automobile owner wishes to assume responsibility for the injury or death of guests riding in his car that there should be a premium for it. Policies should not cover liability for guests except by endorsement and the proper premium charge made for the additional hazard.

"We believe that all classes of companies, both stock and mutual, should be in favor of this plan and we trust that it will be brought about at an early date.

"As it is now the guest hazard is one of the most vexatious problems in connection with automobile liability protection."

Portland Officers Elected

PORTLAND, ORE., Dec. 18.—New officers of the Portland Adjusters Association are Neal Baldwin, president, Ohio Casualty; A. J. McQuatters, vice-president, Travelers; Jack Neer, re-elected secretary, independent adjuster; Harry Wallwyn, treasurer.

De Celles Calls on Companies for Aid

(CONTINUED FROM PAGE 31)

handling such business as might be written by the pool was that companies should call on experience of producers in making arrangements and be guided by this experience to evolve some satisfactory arrangement.

The full bench decision handed down making it necessary only to show violation of simple rules of the road, established by statute in 1820, instead of "gross negligence" in order to collect from a car driver in case of accident, is the main cause of the flurry in official circles. One casualty company already has applied to the commissioner for review of automobile rates, declaring them inadequate through change in the situation resulting from the court's decision.

The commissioner will request companies to "play ball" and continue to write the coverage pending prospective action by the legislature to remedy the situation. He stated he would file a bill at once in the legislature "to check the flood of exaggerated and collusive claims that can come from this situation."

Repeal May Be Advisable

Unless remedial legislation is passed, stated the commissioner, repeal of the present compulsory automobile insurance law would be advisable. There is an apparent rush of plaintiff lawyers to amend pending court actions to substitute for "gross negligence" a "violation of rules of the road" charge, thus invoking the 115-year-old statute which makes it unnecessary to show negligence of automobile drivers.

The commissioner said competent actuaries estimate that the effect of the new decision will be radically to increase rates in every coverage—compulsory, guest and property damage. The only insurance exempt is the extra-territorial, because rules of the road apply only to accepted ways in Massachusetts. This forgotten law will undo all accident prevention which has taken place this year, said the commissioner.

There was also some discussion at the agents-brokers meeting of Commissioner De Celles' proposal to introduce a system of graded commissions or graded loadings in workmen's compensation insurance.

Steele Relates Conditions

C. K. Steele, Gloucester, president Massachusetts association, had invited general agents and brokers to sit in at the meeting of the executive committee. In taking up the automobile liability situation, Mr. Steele explained that Commissioner De Celles maintains that some companies are deliberately refusing to accept risks offered by certain nationalities, and have dropped agency representation in localities where such risks predominate. Many agents have experienced the result of this company attitude, it was said. The law does not permit a company to refuse to accept risks without substantiating its position before the automobile board of appeals.

Elimination of guest coverage and recent "refinements" of rate making have not tended to make the line attractive for companies. Agents, to protect their business, feel compelled to lend support to the commissioner in his effort to ad-

just the situation, it was said at the meeting.

Widely divergent viewpoints of general agents, agents and brokers appeared when graded commissions and/or graded loadings on workmen's compensation came up for discussion. The first reaction of agents was that they were to get a cut in commissions on the larger risks and although many of these risks had already become self-insurers or had gone to mutuals, they did not welcome the suggestion. Some outstanding agents now see merit in the suggestion, it appeared from the discussion. They see in the proposition a way of getting the large insurers back into the field of insurance. They point to strong objections of mutuals to the proposed plan as demonstrating there may be merit in the commissioner's suggestion.

A supporter of the plan has stated: "The very smart mutual men know that it means graded loadings because they do not pay commission, and they equally know that if such a plan is adopted it will in substance mean graded loss ratios, which will shortly put an end to the drugging and hypnotizing effect of their dividend, thus opening the accounts to the attack of the competent broker or agent."

Consider Rate Making

President Steele asked for an expression of opinion of members. Many letters have been received giving a diversity of opinions, many expressing belief there should be a change in the methods of compensation rate making.

A special committee rendered a report favoring graduated commissions on premiums above \$5,000. It was voted to lay the report on the table for further study.

The executive committee entertained a motion favoring revision of compensation rate-making in Massachusetts which would give more equitable treatment of loss and expense factors as the size of the premium increases. This also was laid on the table by a vote of 9 to 8.

Contribution by Both

Consensus was that differences will have to be reconciled in favor of ideas of the commissioner that lower costs on big compensation risks should be established through contributions by both agents and companies, and some agreement would have to be arrived at before the commissioner puts in effect a new rate manual in the spring.

The executive committee voted to create a new committee available to members in cases where, upon the death of the principal, his widow might wish advice and help in disposal of the agency.

COMMITTEE IS IN CHARGE

NEW YORK, Dec. 18.—Officials of casualty companies here are taking no action with respect to the automobile public liability situation in Massachusetts as developed through recent announcements by Commissioner DeCelles, entrusting its handling to the Massachusetts committee. While informed in a general way as to conditions in the state, executives here are without details, nor are they particularly concerned about receiving them, confident that whatever policy be adopted by the committee will be a sensible one, and will take into full account the interests of both carriers and their assureds.

Simplified Manual For A & H Adopted

(CONTINUED FROM PAGE 31)

maker, gimp maker, grass cutter, pill coater, etc., are eliminated.

Many companies are writing women risks employed in residences under the monthly payment policies. The new manual classified these risks as B, with class AAA for the benefit of companies writing death and dismemberment only policies.

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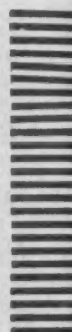
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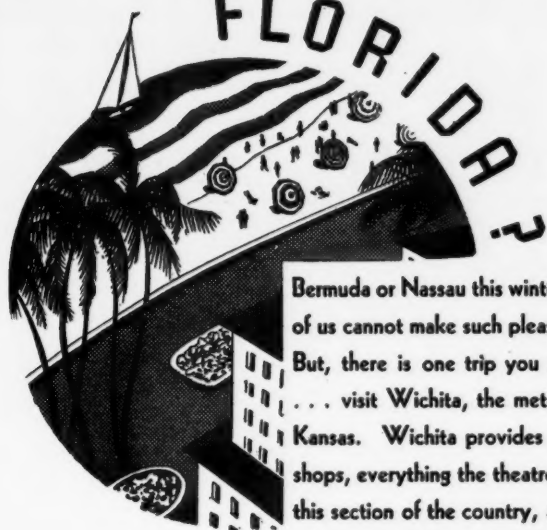
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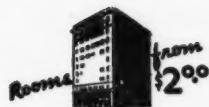


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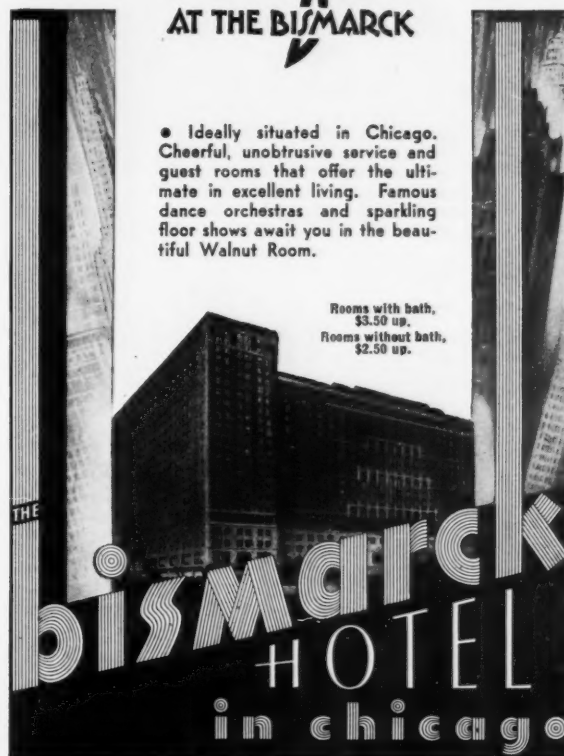
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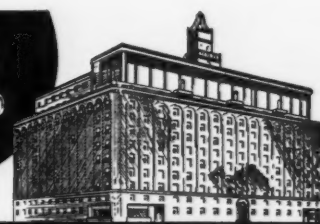
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